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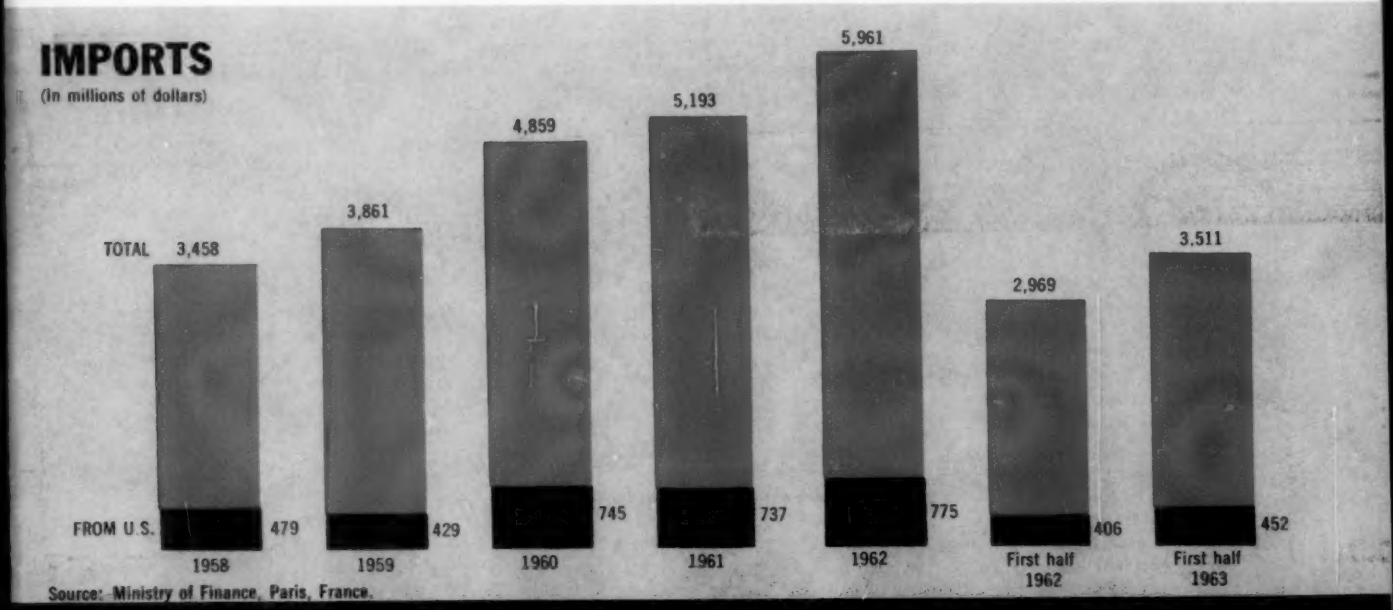

Source: Ministry of Finance, Paris, France.

the French Market: production, imports up

Business Bulletins *from around the world*

AFGHANISTAN—Soviets studying possibility of buying natural gas from Afghanistan's recently discovered fields in Shiberghan Province, where total minimum reserves are estimated at 60 billion cubic meters.

AUSTRALIA—Tariff Board is considering increased protection against imports of "certain elastomeric fabrics incorporating elastomeric manmade fibers" dutiable under tariff items 460 (C), 464 (C), 465 (C), 473 and 479. Of total imports of about $1 million in 1961/62, the U.S. share was about $300,000.

Domestic industry has requested temporary protection from imported organic pigments, tariff items 231(A) (2) (A) and 231(A) (2) (B), dyes excluded. The U.S. is a substantial supplier of tariff item 231(A) (2) (A) lake red C, lithol red and rubine toner.

BELGIUM—AMCEL Europe, affiliate of Celanese Corporation of America, to construct plant at Lanaken near Liege. Factory, involving $12 million investment, to employ 400 workers annually producing 3,500 tons of synthetic fiber, Arnel.

CAMEROON—First Federal Chamber of Commerce, Industry, and Mines officially inaugurated in Duala.

Newly established German-Cameroonian firm will construct a meat packing plant for beef canning at Maroua.

CEYLON—Ministry of Commerce and industries recommends: Complete Ceylonization of import trade, by gradually increasing import quota allocations to Ceylonese to exclusion of non-Ceylonese traders; establishment of State Trading corporation with broad powers to participate in and influence import and export trade and monopoly rights to import or export certain items under Ministry direction; establishment of State monopoly over imports of certain basic items, such as cement, fertilizers, textiles, drugs, and basic metals. Recommendations intended to implement major policy objectives of increased Ceylonization and increased Government participation in country's economic activities.

FRANCE—Recently published regulations which permit establishment of open-end investment trusts, give opportunity to fund managers to purchase foreign securities.

GHANA—Favorable trade balance of $14 million in August is shown by provisional figures of Central Bureau of Statistics. Exports totaled $43.7 million, imports, $29.7 million. In July, Ghana had a $16.8 million trade deficit.

Contract valued at some $2.1 million is concluded by Government and Kaiser Corporation for feasibility survey of irrigation development in connection with Volta River dam.

GUATEMALA—Minister of Economy has awarded "new industry" benefits under Industrial Development Law to following three firms: Industria de Oleaginosas de Escuintla, S.A. (IODESA), vegetable oils and fats factory with authorized capital of $1 million scheduled to begin production in November; Fabrica Novoplast, manufacturer of miscellaneous plastic articles, costume jewelry, and some toiletry accessories scheduled to begin production in January 1964; and Television Centroamericana, Ltda., to manufacture 17- and 21-inch television tubes, three-dimensional television screens, turntables, radios, other electrical apparatus in Guatemala City.

INDIA—Government reportedly has signed two agreements in Warsaw with Polish firm CEKOP for technical collaboration and supply of detailed designs for deep mine at Monidih in Jharia. Project, scheduled to begin operations in second quarter of 1965, should eventually produce 2 million tons of coking coal annually, and will involve capital investment of $37 million.

Compulsory quality control and pre-shipment inspection of principal jute products, namely hessian and sacking, may be introduced by Government before end of year. Already standard quality specifications for various jute goods have been prepared and submitted to the Indian Standard Institute for approval. Bill empowering Government to enforce quality standards on export products passed by Parliament recently.

MOROCCO—Richfield Oil Co. of San Francisco has joined Canadian-Delhi International Co., in oil exploration in Ksar-es-Souk area of Morocco. Canadian-Delhi, associated with Allen & Co. of New York, has been operating in the project under an agreement with Moroccan Office of Mining Research and Development (BRPM).

SAUDI ARABIA—Government approves establishment of petroleum refining and marketing company to operate in western part of country. General Petroleum and Minerals Organization to hold 75% of shares and Saudi Arabian Refinery Co., 25%.

SPAIN—General tax revision, under study with completion expected in December, to result in considerable alteration of fiscal tax on imports. Many indirect taxes to be changed. Fiscal tax on imports is designed to compensate for domestic tax on goods produced in Spain.

Chrysler International to invest $16.7 million in Spanish company, Barreiros Diesel, S. A. This will be 35% investment in firm—one of largest private investments made to date in country. New subsidiary of Barreiros Diesel to assemble Dodge Dart sedan and station wagon, with 10-to-20,000 units to be made in first year. Major portion reportedly to be in dollars, with part furnished in capital equipment.

SWITZERLAND—Government authorizes $5.8 million subsidy for first construction stage of Bâle-Mulhouse airport. Total cost estimated at $20.3 million.

Quantity of petroleum discovered recently at Essentines insufficient to justify commercial exploitation. Derricks moved to Pfaffnau in Canton of Luzern for further prospecting.

SYRIA—Petroleum Organization of Syria studying plan for new petroleum refinery, country's second, at port of Tartous. If approved, refinery to be operating within 5 years.

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the cover

Impressive economic gains of the past few years make for an increasingly enticing French market for U.S. exporters and their competitors. See pages 4 and 5 for latest developments affecting consumer-goods demand, prices, gold and foreign exchange reserves, and other factors.

International Commerce

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November 11, 1963 — Volume 69, Number 45

Special Reports

Attractive French market
Pages 4-5

Investments abroad
Pages 18-25

FEATURES

2 Little Conferences going strong in many areas
6 'E' winners boost exports of variety of products
7 Arizona firm, banks and manufacturers receive 'E' awards
9 Los Angeles Council to put 'abundance of talent' to use
10 Many factors involved in making right marketing decisions
11 Neil Hurley's column
11 Motion picture films take larger share of Argentine market

TRADE FAIRS AND CENTERS

12 Ladies' apparel show in Duesseldorf draws large crowds
12 Over 1 million visitors see U.S. exhibit at Zagreb fair

WORLDWIDE BUSINESS OUTLOOK

13 Record crops, good prices lead Ivory Coast's economic surge
14 Greater trade with Common Market countries marks El Salvador upturn
15 First Yugoslav rail project opened to outside bidders

U.S. GOVERNMENT ACTIONS

16 California plans special assistance to Chile
16 Turkey, India buy U.S. products with loans from AID

FOREIGN GOVERNMENT ACTIONS

17 Spain spurs renovation of wool industry

INVESTMENT OPPORTUNITIES

18 Private investment in developing nations called vital
19 Visit of Ecuadoran officials to focus on investments
20 $147.6 million available in Cooley loans
22 19 new openings pinpointed by Mission to Malaysia
24 Overseas investments by U.S.-owned firms may reach $4.9 billion
25 Chilean tanning and Indian tea projects need assistance

WORLD TRADE OPPORTUNITIES

26 Several countries open projects, call for bids
27 Leads for exporters
39 International representation
41 Leads for importers
42 Construction projects; visiting buyers and officials
43 Additional projects; new trade lists

New Books and Reports, page 44

Little Conferences spurt

Follow-ups to White House event spreading 'good word' about export opportunities

When the September 17-18 White House Conference on Export Expansion ended (International Commerce, September 23 and 30), Operation Grassroots began. It is still going on and gives every indication of becoming habit-forming.

The contagious enthusiasm of leading businessmen rubbing elbows with the President and administration officials at the Conference quickly spread to Marion (Ill.), Hartford, Miami, Phoenix, Pittsburgh, and Seattle—all of which held Little White Conferences or planning meetings within a week of the opening event in the Nation's capital. These were followed, before the month was out, by "little" conferences in Atlanta, Charleston (S.C.), Chicago, Dallas, Denver, Houston, Los Angeles, Philadelphia, Phoenix (again), Reno, St. Louis, and San Francisco. October and November conferences were held in Albuquerque, Boston, Cheyenne, Columbia, S.C. (again), Detroit, Greensboro (N.C.), Greenville (S.C.), Jacksonville, Kansas City (Mo.), Memphis, Miami (again), Minneapolis, New York City, Norfolk, Portland (Ore.), Salt Lake City, and San Juan (P.R.)

With newspaper, magazine, radio and television interest running high, many of the Little White House Conferences are generating widening circles of export-promotion activities. For example, at the September 24 Miami conference of the South Florida Regional Export Expansion Council, Executive Secretary Marion A. Leonard presented a program of small export expansion meetings to be held twice a month or more. Aimed at encouraging and educating non-exporters, the blueprint for these meetings calls for attendance by 10 or 12 businessmen, including a banker, an FCIA (Foreign Credit Insurance Association) broker, and a freight forwarder. The first of these meetings was held October 3rd.

The November 7 Little White House Conference of the St. Louis Regional Export Expansion Council climaxed "International Week in University City." Typifying multi-sponsored Little White House Conferences, the University City event was held under joint REEC, Chamber of Commerce, and World Trade Center auspices.

Tie-ins

Cincinnati's "little" conference was tied in with a busy schedule of related events over a period of some 7 weeks, including radio, television and other appearances by REEC Executive Secretary R. M. Luckey, Dr. Kenneth Wilson, dean of the University of Cincinnati's College of Business Administration, and fellow REEC-member Frank Richterkessing, president of W. M. Cissell Manufacturing Co. These events including reviews of White House Conference (Washington) committee reports, broadcasts featuring panel discussions and question-and-answer periods, exchanges of views with business editors, and reports to the Kentuckiana World Commerce Committee, Louisville, the Dayton World Trade Committee, the Foreign Credit Chapter of the Cincinnati Association of Credit Management, the World Trade Club of the Cincinnati Chamber of Commerce, and the Reciprocity Club.

TALKING TURKEY: Shown in action at Marion, Illinois, these participants in Little White House Conference on Export Expansion were among 85 spokesmen for business, labor, and education who swapped ideas.

Magazine enlisted

As a direct result of the September 25 Dallas conference, the local Chamber of Commerce agreed to run an export-expansion supplement each month in its magazine. The November issue was completely devoted to the subject.

"Ordinarily, one does not think of Nevada as deeply engaged in export and foreign trade," the *Reno Evening Gazette* said in an editorial on the "startling" evidence presented at the Little White House Conference there. "Yet last year this state sent $23 million worth of materials and goods to overseas markets. These exports covered an amazingly wide field, from iron ore to gambling equipment to tomato plants." Calling particular attention to the state's significant exports of iron ore and cotton to Japan—with efforts currently being made to obtain a greater cotton-export quota—the editorial went on to cite the foreign-trade opportunity provided by Nevada's freeport law. At the conference, Dr. R. C. Weems, Jr., chairman, had urged warehouse operators to give greater coverage and publicity to eastern manufacturers, inviting them to investigate the idea of warehousing their goods on a tax-free basis while awaiting transportation from the West Coast.

Targets

For 1964, Chicago conferees set their sights on "Target 100"—aiming to bring that many new companies into the export field during the year. Specific targets were set at other Little White House Confer-

COUNT-DOWN: Big export-push strategy is being hammered out at country-wide Little White House Conferences. Speaker on foreign investment policy at New York conference was Emilio Collado, Standard Oil Co., New Jersey. Others were (seated at table, l. to r.): Kenneth Spang, vice president, First National City Bank and chairman, Regional Export Expansion Council; Arthur Rutzen, director Department of Commerce field office; L. Edward Scriven, executive director, Export Expansion Councils; and Stephen Halsey, American Express Company. In background is field office's Miss Edna Quinn.

ences, taking up the nationwide "Target 10,000" challenge presented at the original White House Conference by James J. Nance, vice-chairman of the trade promotion committee. Mr. Nance, president and board chairman of Cleveland's Central National Bank, expounded his ideas for achieving this goal at the September 25 conference in his city.

'Selling the salesmen'

Reporting on the program outlined at the September 24 conference in Hartford, the *New Haven Register* called the export-expansion drive "a job of selling the salesmen." REEC Chairman Hans H. Bohlmann, export manager for the Seamless Rubber Co., New Haven, announced compilation of an initial list of 125 non-exporting Connecticut businesses to which the "good word" about overseas opportunities is to be conveyed in the near future. He said that the goal is to reach about 500 local firms by the end of 1964.

A close parallel to President Kennedy's White House Conference on Export Expansion was the 2-day (November 1-2) Governor's Conference on Export Expansion held in San Juan, Puerto Rico, with Governor Munoz-Marin officiating and Roy L. Morgan, Department of Commerce field services director, among the principal speakers.

'Running start'

A Houston businessman who attended the September 27 conference in his city reported afterwards that he had gotten "a running start" towards his goal of penetrating overseas markets with know-how and a better product. J. G. Skaaren, export manager for the Stra-Steel Corporation, added that he hoped, in turn, to contribute something towards achieving the objectives outlined at the conference. Speaking of his company's future abroad, he said: "We can't undersell our competition from other countries, but we can offer a better product and better service. I think we know more about the business."

Summing up George W. Ebanks, vice president of the National Bank of Commerce and chairman of the Southwest Regional Export Expansion Council, declared: "There can be no doubt about it, the message will be taken to Garcia."

Through scores of Little White House Conferences and related meetings, already held or yet to be held, it is expected that thousands of "messages to Garcia" will be delivered with increased U.S. exports the ultimate result.

Illinois manufacturers give export advice

The Illinois Manufacturers' Association (IMA) has established a new Export Advisory Service to answer a growing demand from manufacturers for information on how to become active in the export field. Member firms and others needing assistance will be able to consult authorities in each area.

UAR cotton crop below '62 levels

The UAR Ministry of Agriculture has estimated the 1963-64 cotton crop at 8,832,000 metric cantars (1 metric cantar = 110.25 lbs.), compared with 9,146,802 metric cantars last year. Late season insect attacks as well as high temperatures and humidity reduced the anticipated crop.

However, a record-breaking 300,000 bales of the new crop have been sold to the Free World since April 7, when advance sales were authorized. Deliveries are scheduled for late winter and early spring with India, Japan, West Germany, France, and Italy the principal customers. The Egyptian Cotton Commission has decided that a firm may sell 1.3 bales to Communist countries for every 1 bale sold to the Free World. An initial quota of 130,000 bales has been authorized for the Communist countries. With an additional 455,000 bales earmarked for local consumption, a total of 1,145,000 bales of the estimated new crop of 1,333,000 bales have been committed.

Sales for the 1963/1964 season began with prices pegged below 1962 levels in an effort to attract more hard currency buyers.

Raw cotton accounted for 56% of the UAR's exports in 1962. Suez Canal payments and these exports account for the bulk of the country's hard currency earnings.

FCIA deposit requirement is not set as fixed sum

That "$2,500" exporter's deposit mentioned as an FCIA (Foreign Credit Insurance Association) requirement—in the report of Committee 5, White House Conference on Export Expansion (INTERNATIONAL COMMERCE, Sept. 30, 1963, p. 11)—is not a $2,500 deposit requirement at all, FCIA officials have made clear.

The actual requirement—in effect since FCIA initiated its short-term policy in February 1962—is for an advance deposit premium of 10% of the estimated annual premium.

The advance—which for most policyholders is considerably less than $2,500—is paid at the time the policy is written. This amount, retained until the policy's expiration, may then be credited toward renewal of the policy, or returned to the insured, except to the extent that it may be applied toward any unpaid monthly premiums.

Robust French economy regains winter's losses; trade with U.S. shows substantial 2-way gains

U.S. faces mounting competition from France's EEC partners; chemical industry aims to augment sales to North American area

Late spring and summer witnessed a marked recovery in France from the slow-down which had affected many industrial sectors during the severe winter.

Rising demand for consumer goods seems to be the driving force behind this recovery. On the other hand, domestic investment in capital goods is estimated to be running 8% below the 1962 level.

Foreign trade paralleled the industrial revival, and both imports and exports reached new highs. France's foreign trade achieved balance in June after showing deficits earlier in the year. Imports from the U.S. during the second quarter, at $244 million, were up 26.4% over second quarter 1962, and exports to the U.S. increased 8.5% to $115 million.

Gold and foreign exchange reserves continued to rise, despite substantial advance repayments against foreign indebtedness and now stand at $4.3 billion; higher in *per capita* terms than U.S. reserves.

Prices continued to move upward during the second quarter. The Government introduced a stabilization program to halt the rise. Wages, too, increased, possibly even faster than in previous quarters.

Mounting competition

Sales of some American goods have to contend with mounting competition from France's partners in the European Economic Community (EEC). On July 1, various French import duties were adjusted in accordance with the EEC program to align member countries' external duty rates with those of the EEC Common External Tariff (CXT) and to eliminate duties on intra-EEC trade. As a result, the margin of preference in French duties has been widened on many products imported from the U.S. and other non-Community sources *vis-a-vis* imports from EEC countries.

New French duties for such imports, expressed in percent ad valorem (with rates applicable to the U.S. and other countries outside the Community shown in parentheses) include the following: automobiles, 12 (25.2); refrigerators, 6 (12); radios, 9.6 (22); cameras, 10 (18.6); wool fabrics, 6 (13).

The overall impact of these adjustments on U.S. exports should be partially offset by a temporary reduction in French duties on certain manufactured consumer products for which the CXT is higher than the applicable French rates. For non-EEC countries these cuts are generally equal to half the difference between the current French rates and the CXT duties.

These reductions, which were made effective as of September 13, will be rescinded when the present inflationary pressures have been checked. Information on the specific products concerned is contained in the October 7 issue of INTERNATIONAL COMMERCE, page 20.

Industry spurts

Industrial production increased at an accelerated pace. In June the production index reached 131 (1959 = 100), compared with 128.5 in May and 121.5 in June 1962. The annual production growth rate of 5.5% called for by France's Fourth Plan for Economic and Social Development is likely to be exceeded in 1963, in spite of the weak first quarter.

Consumer goods are currently the best performers, led by food and clothing, leather goods, and automobiles. Capital goods, while doing less well, are reviving. The Government is encouraging a faster growth of industrial goods production, both through its influence on the private sector and as a large purchaser of heavy goods for the nationalized industries, defense, and public works projects.

Steel quiet

Crude steel output in the second quarter of 1963 rose to 4.6 million metric tons from the 4.3 million-ton performance of the first quarter, and 4.4 million metric tons in the April-June period of 1962. The foreign trade balance in steel remains favorable to France, but the gap between exports and imports is being gradually narrowed by increasing imports from Belgian, West German and other outside producers.

The nationalized coal industry, Charbonnages de France, is still operating at a deficit, although coal prices were raised 3% in June. The yield of this price increase, forecast to be about $23 million for the rest of the year, would fall far short of blotting out the $200 million deficit expected for 1963. The Government will pay Charbonnages $140 million to partially offset the deficit, and a bookkeeping balance may be achieved through a cut-back in investments.

The problem of production costs is particularly acute, since the mines are confronted with a constant deficit while French consumers are paying more for coal than users elsewhere in the European Coal and Steel Community.

In order to protect the French coal industry, the Government has so far refused French steel producers permission to import low-grade and coking coal at prices below those paid for French coal.

Chemicals strong

The chemical industry reported higher production and profits. In an effort to augment its already high level of sales to North America, the Union des Industries Chimiques decided to participate in the French Exposition in Montreal between October 11 and 27. Special emphasis was to be placed on the sale of French fertilizers, pharmaceuticals, essential oils and perfumes, plastics, colors, paints and varnishes.

In the electrical industry, 26% more household appliances were produced be-

Trade negotiation hearings

November 20 is the last day for filing requests to appear before the Tariff Commission or the Trade Information Committee regarding the trade negotiation hearings beginning December 2.

The Tariff Commission does not plan to make any additional formal announcement in the Federal Register of December 10, respecting the scheduling of hearings on the Public List, as was stated in *International Commerce*, October 28, page 9.

The Commission may make a further announcement on the hearings about the middle of December.

tween June 1, 1962, and May 31, 1963, than in the preceding 12-month period, reflecting the country's rising consumer demand. In addition, 120,000 refrigerators were imported from Italy in the first half of 1963, although the French Government levied a special temporary surtax on them to stem the influx.

The automobile industry continued to operate at capacity and set new production and sales records. In the first 6 months of the year, 922,000 passenger cars were produced, 20% higher than the first half of 1962. Passenger car exports, usually representing about 40% of total production, exceeded the record set in July 1959, in spite of a drop in sales to the U.S. Imports were also up, including compact car imports from the U.S.

Construction, which had suffered as a result of the long and severe winter, picked up, and at the end of June reached the same level as attained for the first 6 months of 1962. The forecast for the whole year is now well above the 1962 level, but still below the volume envisioned in the Fourth Economic Plan.

Production in the textile industry was uneven. Wool and synthetic fabrics did well, whereas cottons and rayons were weak. Profit margins and prices were regulated by Government decree as part of the Government's overall efforts to combat the rising cost of living.

Full employment

The spring and summer upswing assumed such proportions that industry absorbed new workers at a daily average of 4,500, and a labor shortage developed. To ease the labor market and limit overtime payments, the Government released 77,000 draftees ahead of schedule in mid-September.

The steepness of the renewed economic climb has led to some concern about financial stability. In an effort to apply brakes on consumer spending, the Government took the following steps in September: froze the prices for manufactured goods at August 31 levels; floated a long-term, tax-favored loan; curbed land speculation; curtailed installment buying by raising the required downpayment and shortening the installment periods; and restrained commercial credit terms.

As the Government did not freeze wages and is attempting to reach stabilization on the basis of cooperation rather than enforcement, further price rises—although on a slower and more modest scale—are anticipated. However, the disconcerting factor of rising prices is outweighed by the overall soundness of most other sectors of the French economy.

All in all, France remains a growing market, and more and more American exporters have come to recognize this fact. They shipped 10% more to France in the first half of this year than they did in the first half of 1962, and they maintained the U.S. position as France's second-largest supplier (after West Germany).

Nevertheless, energetic sales efforts have to be kept up to meet aggressive competition from third countries. While the dollar value of our shipments to France rose, other countries did even better, and the U.S. percentage share of total French imports declined from 14.2 in 1961 to 13 in 1962 and 12.9 in the first half of 1963.

U.S., Rep. of China join in bilateral textile agreement

China will limit first year's exports to 53 million yards

The U.S. and the Republic of China recently concluded a bilateral agreement governing trade in all 64 categories of cotton textiles between October 1, 1963 and September 30, 1967.

China agreed to limit her cotton textile exports to the U.S. to 53 million square yards equivalent during the 12-month period beginning October 1, 1963 (19.7 million square yards of apparel and 33.3 million of yarns, fabrics and madeup goods). Within these group limits, the agreement also provides for specific export ceilings on particular categories of cotton textiles.

China also agreed to limit corduroy apparel exports to the U.S. to 4 million square yards during the first year of the agreement.

The aggregate limit, the group ceilings, the limits on specific categories, and the ceiling on corduroy will be increased by 5% for the 12-month period commencing October 1, 1964, and by 5% for each subsequent 12-month period.

Consultation

China will consult with the U.S. before exporting more than 350,000 square yards in any category for which no specific ceiling is provided.

The agreement also provides for reductions in shipments to the U.S. below the agreed ceilings, as compensation for shipments in excess of the restraint levels in effect during the first year of the long-term cotton textile arrangement.

The export levels established by the bilateral agreement supersede the restraint actions taken by the U.S. over the past year against textile exports from the Republic of China, pursuant to the Long-Term Arrangements Regarding International Trade in Cotton Textiles done at Geneva on February 9, 1962.

Mexico to buy U.S. reactor with $2 million credit

The Eximbank has authorized a $2 million Alliance for Progress credit to Mexico for purchases of atomic energy laboratory equipment.

Mexico will use proceeds of the credit to buy an atomic reactor and a linear accelerator in the U.S. The equipment will be used by Mexico's nuclear energy commission (Comision Nacional de Energia Nuclear) for research in the development of peaceful applications of nuclear energy. Primary application will be in the fields of agriculture, medicine and industry.

The atomic reactor will be supplied by the General Dynamics Corporation and the linear accelerator will be furnished by the High Voltage Engineering Corporation of Burlington, Massachusetts.

Installation of the devices will be in a nuclear center near Mexico City which in addition to research will serve as a training ground for scientists, engineers and health physicists. Ultimate cost of the center is set at about $4.5 million.

Italian firm will produce Prestolite plugs, batteries

Fabrica Italiana Magneti Marelli S.p.A. of Italy and Prestolite International Corporation have announced an agreement whereby the Italian firm will manufacture and market Prestolite spark plugs and batteries in Italy.

Magneti Marelli is a major European electrical goods manufacturer including automotive batteries, spark plugs, and starting and ignition equipment. Prestolite is an international manufacturer of automotive batteries, spark plugs, and electrical parts with 44 factory associates in 22 countries.

Prestolite batteries are now being made in 15 countries around the world, while spark plugs are being manufactured in Canada, U.S., Mexico, Colombia, and Venezuela, with production scheduled early in 1964 in Australia, South Africa, and India.

ON THE BOARD: Design work for a new Ford Motor Company model is demonstrated to visitors at the U.S. Exhibition, Mexico City Fair 1963. The Michigan automotive firm recently joined more than 350 other U.S. firms as a winner of President Kennedy's 'E' for export award. (See story).

New 'E' winners boost exports of cars and trucks, ranges, varied industrial equipment

Both large and small U.S. companies share honors as new round of President's export-expansion awards are made

A round of new "E" awards ceremonies in late October brought export honors to 8 additional U.S. firms dotted across the country. A bank in North Carolina was cited as were manufacturers in California and Washington, Michigan, Tennessee and New Jersey.

The new "E" winners are responsible for increased exports of such U.S. products as passenger cars and trucks, ranges and industrial safety and phonograph record-pressing equipment, lighting diffusers and tire-retreading and data-processing equipment.

An award ceremony for the North Carolina National Bank took place on October 21 in the bank lobby in conjunction with the opening ceremony for the Commerce Department's 60th anniversary exhibit.

Three ceremonies at company headquarters took place for the Ford Motor Company on October 22, Tally Register Corporation on October 23 and Magic Chef, Incorporated, also on October 23.

California awards

Director of the Bureau of International Commerce, Eugene M. Braderman, handed export awards to Coast Export Company, Inc., and Super Mold Corporation on October 24th at a meeting of the San Francisco Area World Trade Association and the Western International Trade Group. On the same day, Polyplastex United, Inc., was cited as an "E" winner at a luncheon meeting of the World Trade Association of Newark, N.J.

Another California firm, E. D. Bullard Company of Sausalito, received "E" honors on October 27 during a meeting of the National Safety Congress held in Chicago.

These 8 U.S. organizations have introduced their products and services overseas in a variety of ways. Brief descriptions of their effective export techniques follow.

● E. D. BULLARD COMPANY, Sausalito, Calif., manufactures industrial safety equipment and its export volume has shown a steady growth. A new type of head protection introduced on the Latin American market has competed successfully with material available at about one-half its cost. This has been accomplished by extensive advertising in Spanish-language publications, on-the-spot sales efforts and a massive sampling of inquiries developed through these activities.

Representatives covering the West Indies, Latin America and western Europe devote their efforts to establishing distribution through franchised dealerships, instruction in and promotion of Bullard products.

● COAST EXPORT COMPANY, INC., of Los Angeles, Calif., trades under the name of Finebilt Manufacturing Company. The firm produces phonograph record pressing equipment and has supplied 80% of the record pressing plants throughout the world. Firm representatives travel extensively to sell to overseas customers. Recently, the firm has equipped or is equipping new phonograph record plants in Turkey, Iran, Lebanon, Bolivia, Costa Rica and Malaysia.

Dealers in 85 countries

● FORD MOTOR COMPANY of Dearborn, Mich. manufactures passenger cars, trucks, tractors and accessory equipment. As one of the largest industrial corporations in the U.S., the company has more than 3,000 licensed dealers in 85 countries and territories, as well as dealers in the U.S. In addition, there are 32 overseas sales offices, 10 Ford-owned assembly plants abroad and 3 dealer-owned plants. The company has extensively participated in the trade fairs program of the Department of Commerce.

About 70 U.S. Ford employees were assigned to foreign countries to aid and assist affiliated companies and independent dealerships in technical, financial and sales problems. To introduce new models in 12 overseas markets, films, products, speeches, marketing displays and other exhibits were presented.

Elsewhere, complete advertising campaigns for newspapers, television and radio are provided in great numbers in several languages, in addition to many catalogs, brochures, posters and other sales promotion literature. Press releases are distributed (in the language of each country) in over 120 countries through a network of newspaper and magazine contacts. Through Ford dealerships in 55 countries, about 280 prints of documen-

tary motion-picture films in over 40 languages were distributed.

● MAGIC CHEF, INC., Cleveland, Tenn., manufactures gas and electric household ranges. Distributors were recently added in Finland, Guatemala, the Netherlands and South Africa where the firm had not previously been represented. In addition, sales are made in 28 other countries.

Overseas distributors are chosen from firms already successful in a related field. In most cases, an exclusive distributorship agreement and protective selling for the distributor are provided, together with assistance in advertising through newspapers, circulars and television. Recent export volume gained 25% in two years' time.

In 1962 the company began construction on a new overseas plant in Spain and also completed licensing agreements in Australia and Venezuela.

● NORTH CAROLINA NATIONAL BANK, Charlotte, N.C., has been handling foreign transactions since 1874. In 1961 all international functions were coordinated into an International Services Department. Since then, these activities have shown a 100% increase.

The bank participates in the Eximbank program of financial aid for export transactions; cooperates with the Greensboro Field Office of the Department of Commerce by publicizing trade leads to appropriate N.C. firms; participates in export expansion council activities; and sends qualified representatives to a number of European countries in behalf of the export expansion program.

● POLYPLASTEX UNITED, INC., is a Union, N.J. manufacturer of specialty goods such as lighting diffusers and shower door decorative plastic sheeting. Prior to 1959, 93% of all export sales went to Canada through its Canadian sales office in Montreal. By 1962, sales were being made to 27 different countries through established distributors, foreign representatives and export firms. Today, 55% of all export sales are made to countries other than Canada.

Sales leads are obtained from trade journals, through advertising in trade magazines and by maintaining a New York showroom for foreign visitors. In addition, the firm has also held symposiums in London and The Hague to educate designers and engineers of companies using their products.

Travels, trade fairs

● SUPER MOLD CORPORATION of Lodi, Calif. manufactures equipment used in retreading tires of passenger cars, trucks, earthmovers and aircraft. The firm embarked on a vigorous selling campaign, stressing the value of tire retreading and the importance of rubber conservation. Company officials traveled extensively making personal contacts in new areas and follow-up visits to established customers.

The firm participated in international trade fairs and advertised broadly through local as well as international news media. It invaded markets previously dominated by European equipment manufacturers and by providing installation assistance, training, parts availability and service to its new customers took as much as 90% of the market in some areas, such as in South Africa. In the past 4 years, the volume of export sales has doubled.

● TALLY REGISTER CORPORATION is a manufacturer of data-processing equipment in Seattle, Wash. Since 1961 when its first export sales were made, export volume has increased more than five times. To introduce its products abroad, Tally first made sales to several well-known U.K. manufacturers. Marketing support activities included ads in *International Electronics* and exhibits at several U.K. trade shows. A complete service facility, including testing equipment and a complete parts stock, was set up in London.

Early shipments of equipment sometimes arrived in damaged condition. To overcome this, a double container method of packing with popcorn used as an insulating material was successfully instituted.

Two recent technical successes have provided further impetus to the growth of Tally's overseas operation. In 1962, in cooperation with AT&T and the British General Post Office, information was successfully transmitted via the TELSTAR communication satellite between Seattle and London using Tally equipment. The second major success was the approval by the General Post Office of the use of a new type of data-transmission equipment. This approval paves the way for installations of this equipment for a number of U.K. firms.

First Arizona firm wins export honors, other 'E' awards go to banks and manufacturers

Department of Commerce, City of Philadelphia—the first U.S. organization dedicated to promotion of exports of 'made in USA' products—also cited as new 'E' winner

Recent "E" winners have included the first firm in Arizona, 3 Philadelphia banks, manufacturers in Minnesota and Texas and the Department of Commerce, City of Philadelphia—the first U.S. organization dedicated to the promotion of exports of "made in USA" products.

In connection with the Ports of Philadelphia Day on October 29th, "E" awards were given to the City of Philadelphia, Department of Commerce, as well as the First Pennsylvania Banking and Trust Company, Girard Trust Corn Exchange Bank and the Philadelphia National Bank for their successful and sometimes novel ways of increasing exports from the Philadelphia and Delaware Valley area.

Two Texas firms received President Kennedy's "E-for-export" award on October 29th in recognition of their export push. Honored at a Regional Export Expansion Council meeting were the Blackwell Burner Company and Permalite Division of Standard Electric Company.

A new "E" winner in Minnesota, Torit Manufacturing Company, held an open house on November 2d to celebrate its new export honor. Ceremonies for the first Arizona winner, Wright Manufacturing Company, were scheduled to be held on Capitol Hill in Washington, D.C. on November 5th as Senator Carl Hayden presented the blue-and-gold citation and "E" pennant to D. William Sexton, Jr., the firm's divisional advertising and sales promotion manager.

Small firm succeeds

☛ Blackwell Burner Company of San Antonio, Texas, produces asphalt heating kettles and sprayers for roofing and road construction repairs. This small firm employs 80 and began building ex-

port sales late in 1959. By 1962, over 14% of its production was going overseas.

In Mexico and Canada, the firm has worked with its agents to develop a sales set-up coupled with assembly and local manufacture of some parts prohibited by import or excessive tariffs.

To meet the problem of higher freight rates and greater shipping distances to the Far East, the company redesigned products to cut weight and ended up with a more efficient machine which was then assembled at the delivery point.

☛ City of Philadelphia, Department of Commerce has contacts with many leading business organizations in a number of countries and can provide valuable export information services to the Philadelphia area.

This organization, established in 1896 as the Foreign Trade Bureau, was the first U.S. organization dedicated to the promotion of exports of "made in USA" products. It has consistently been on the lookout for possibilities of developing new overseas markets and has been a leader in encouraging new exporters and assisting them in the techniques of selling abroad. Its vigorous program to improve port facilities has also been a major factor in increasing exports from the Philadelphia area.

☛ The First Pennsylvania Banking and Trust Company of Philadelphia provides fully integrated banking services for opening letters of credit in favor of U.S. exporters, creating acceptances to finance foreign buyers, financing and handling collections for foreign sales and consulting services for trade information and credit reports on foreign buyers.

Over-all financing of export sales increased by $62 million from 1959 to 1962. The bank maintains facilities for handling export documentation and financing in 115 countries through 850 banking correspondents.

A new subsidiary company, First Pennsylvania Overseas Finance Corporation, handles many types of international financing transactions which do not fall within the normal scope of commercial banking activities. Since its inception in the latter half of 1962, the Corporation has made 17 new loans or investments covering more than $1 million to implement purchases of U.S. goods.

Pioneering activity

☛ Girard Trust Corn Exchange Bank of Philadelphia has carried on a long-range program of financing U.S. exports. In 1955 it pioneered by accepting the major responsibility for an Export-Import Bank loan to finance a shipment of goods by several U.S. manufacturers to a Spanish company.

The bank works with its clients in promoting export sales, sends its officers to the principal financial centers and market places of the world, conducts research in overseas trading areas and holds seminars on exporting problems for businessmen and potential exporters.

☛ Permalife Glass Fiber Division of Standard Electric Company, Inc., of San Antonio, Texas produces storage battery separators that are used in automobiles, trucks and tractors. Organized in 1918, in the past 5 years the firm has entered and developed outlets for its new separator in more than 60 cities around the world. In the last fiscal year, export sales reached 36% of the firm's total sales.

The company holds many U.S. and foreign patents on its separator and has prepared technical bulletins in several languages to aid the development of its sales program.

☛ Philadelphia National Bank initiated a foreign department in 1896 and its staff now numbers 112. The effective system of support provided for the export minded includes commercial intelligence services, credit information, up-to-date market data and banking connections overseas.

Translation service

A translation service is available for 15 languages, including Arabic, Chinese, Ukranian and Malayan. Department officers travel extensively every year, visiting corresponding banks abroad and also representing U.S. businessmen who have particular problems in the area visited.

The bank conducts a rather extensive advertising program and holds seminars to bring exporters up-to-date on current conditions abroad. Department members average about 1,600 calls a year to customers or prospects who are either presently exporting or who may be interested in an export potential.

☛ Torit Manufacturing Company of St. Paul, Minn., makes dust collection machinery for industrial plants and school shops. Export sales have increased more than 3-fold since 1959 through expanded advertising and sales promotion activities.

Company products have been adapted to overseas use and other new products have been introduced in world markets. Trade fair exhibits are scheduled and sales managers regularly visit overseas representatives.

400% increase

☛ Wright Division of Midland-Ross Corporation is a Phoenix, Arizona manufacturer of air coolers, air conditioners, heat pumps, furnaces and thermoelectric refrigerators. Sales are made in 41 countries and over the past 3 years export volume has risen 400%. All equipment for export is especially designed and manufactured for foreign market specifications.

Foreign business is solicited through an aggressive advertising program through their distributors. The firm participates in trade fairs and at the Frankfurt, London and Bangkok Trade Centers. Company executives have traveled over 100,000 miles this year visiting foreign distributors.

In 1962, the company sold 10,500 air coolers in Australia despite the fact that there are 5 local manufacturers in the country. The local firms were protected by a duty rate of 55% ad valorem. In addition, shipping charges for the Wright Division were $55 a ton. Freight rates were reduced and novel packing methods utilized. Coupled with these changes, a line of air coolers was designed specifically for the Australian market.

IBRD's first loan to Spain aids highway improvement

The International Bank for Reconstruction and Development (World Bank) has made its first loan to Spain—$33 million for high priority projects in the Government's highway development program.

With only minor exceptions, all contracts for improvement works and the procurement of maintenance equipment will be awarded on the basis of international competitive bidding.

The loan will assist in financing the improvement or relocation of 460 miles of roads forming the Madrid-Barcelona-Alicante triangle, including a new bridge across the Ebro River; construction of a road between Oviedo and Figaredo in one of the most industrialized regions in Spain; and a new freeway between Palma and the airport on Mallorca.

Funds will also be used for the establishment of 2 pilot road maintenance divisions in the Madrid and Barcelona areas as a first step toward reorganizing highway maintenance operations throughout Spain.

The projects will be executed by the Public Works Ministry's Directorate of Highways, with the assistance of consulting engineers. The total cost of the improvement and maintenance works is estimated at the equivalent of $91.5 million. The Bank loan will provide $26.1 million for road improvements, and $6.9 million to purchase equipment and spare parts for the maintenance program.

'EXPORTERS ROUNDTABLE' SET: The Los Angeles Regional Export Expansion Council (REEC) at its recent organization meeting for 1963-64 has scheduled several meetings known as the "Exporters Roundtable" to assist new and potential exporters in Southern California. Dr. Robert R. Dockson, Dean of the Graduate School of Business Administration at the University of Southern California, seated center, began his second year as REEC Chairman under appointment by Secretary of Commerce Luther H. Hodges.

Los Angeles Council to make good use of 'abundance of talent' in exporting

REEC sets series of half-day panel discussions to help newcomers to field of selling abroad; to emphasize audience participation

The Los Angeles Regional Export Expansion Council (REEC) plans to use the "abundance of talent" of successful southern California exporters to help newcomers to the export field.

The Council adopted the program, to be known as the "Exporters Roundtable," as an important part of its 1963-64 activities. It will consist of a series of meetings to allow the presidents of 25 to 30 carefully selected companies to meet with a REEC team in a half-day session.

The half-day session will feature panel presentations on export development but with major emphasis on audience participation. Approximately 150 to 200 firms apparently are immediately interested in these meetings.

The program was adopted at the Council's organization meeting Aug. 21 chaired by Dr. Robert R. Dockson, dean of the Graduate School of Business Administration at the University of Southern California.

Many need inspiration

"In Southern California we have an abundance of talent in the international business field," Dr. Dockson pointed out. "But we also have many companies needing the advice and inspiration of successful export executives.

"The 'Exporters Roundtable' is designed to bring together at each meeting a group of manufacturers within the same broad category—industrial products, for example—and who use the same channels of distribution," he said.

Dr. Dockson said the REEC team will be chosen "to match the type of audience." He added that export executives outside the REEC will also be invited as panelists.

The REEC program emphasizes the common problems of companies that are potential exporters and those who have sold abroad for 2 or 3 years but who are still searching for more effective distribution.

Other features of the 1963-64 REEC program include:

An annual export conference (the first was held March 15 on the Trade Expansion Act); the promotion of indirect exporting among firms that aren't yet ready for direct exporting; and the continuance under REEC sponsorship of the workshop program by the Los Angeles Department of Commerce Field Office.

This program features meetings of a small group of manufacturers, usually 8 to 10, for a half-day session of basic exporting practices and services available to exporters through the Department of Commerce. It was designed by Edwin Bates, Director of the Los Angeles Field Office and REEC Executive Secretary.

U.S. firm will market German executive jet

The HFB 320 HANSA, a new German jet executive and transport type aircraft, will be marketed in the U.S. by an American firm. Page Airways International, Washington Dulles Airport has signed a contract with the plane's manufacturer, Hamburger Flugzeugbau, to set up the required sales organization.

The German manufacturer plans to capture a significant chunk of the highly competitive U.S. executive aircraft market, predicting sales of 150-200 planes by 1966. As of October 9, 1963, five HFB 320 HANSA's reportedly had been sold to American buyers. A full-sized mock-up of the German plane was displayed at the National Business Aircraft Association's annual convention in Houston, Texas, September 24-26.

In addition to the HFB 320 HANSA, 7 other jet executive aircraft are being actively promoted in the U.S. Quantity production of 5 of these planes is expected by the end of 1964, while the other 2 will be in quantity production by the end of 1965. Quantity production is also forseen for the HFB 320 HANSA in 1965.

JOINT U.S.-INDIA VENTURE

The Indian Foreign Agreements Committee in the last quarter of 1962 approved a joint enterprise by a U.S. and an Indian firm to manufacture cosmetics in India.

Making right decision in foreign trade tied to balanced appraisal of factors

President of National Foreign Trade Council lists several things to consider in global trade; organization to mark 50th year

Many factors are involved in making the right international marketing decision, says the head of the National Foreign Trade Council.

The Council is preparing to mark its goiden anniversary next week at the Nov. 18-20 National Foreign Trade Convention in New York City.

Considerations

Robert M. Norris, president of the Council, said recently that these factors, "under the aegis of complete market research and analysis," range from: "Product planning and flexibility of design, including adaptability to local needs, to consideration of Common Market patterns, tariff and other trade barriers, the effect of nationalism on consumer psychology and the many other complex factors which are inherent today in the development and expansion of world trade and investment programs."

Highly sophisticated

Norris also said international marketing is now "highly sophisticated." In the future, he added, "it will require new, different and changing techniques."

He also spoke optimistically about the chances for increasing U.S. exports, saying "there are unlimited potentials for existing, new and improved products and services throughout the world. No area is underdeveloped in its desire for a higher standard of living."

Norris said global marketing and the role of the international marketer would be emphasized by leading executives in New York Nov. 20 at the international marketing session of the Convention.

More than 2,000 international business executives are expected to attend the entire convention, which will be held at the Waldorf-Astoria Hotel.

Chairs session

The international marketing session, which will be chaired by Norris, will be addressed by Harold Blancke, chairman and president of the Celanese Corp. of America; George Haynes, vice president of international operations, The National Cash Register Co.; Maurice L. Clancy, executive vice president of Wyeth International, Ltd.; and Jose de Cubas, president of Westinghouse Electric International Co.

President Norris also announced that the convention this year will devote a special session to the subject of Latin America.

Henry W. Balgooyen, executive vice president, American & Foreign Power Company, will be chairman of the Latin America Forum to be held November 19.

John C. Duncan, executive vice president of South American group, W. R. Grace & Co.; Ignacio Copete-Lizarralde, financial manager, Inter-American Development Bank; Manuel Noriega-Morales, Member, Committee of Nine, Alliance for Progress, and Reuben Sternfeld, Deputy Assistant Administrator, Office of Programs & Planning, Bureau for Latin America, Agency for International Development, will be the speakers.

The speakers will address themselves to an appraisal of progress to date and the future outlook of the Alliance for Progress, LAFTA, CACM, and Inter-American Development Bank programs.

Trade Act developments

All Presidential actions to date with respect to the Trade Agreements Program and the Adjustment Assistance Program, establishing procedures relating to the operation of these programs, are set forth in the **Federal Register** (Document 63-8386) dated August 2, 1963.

Title 48, Code of Federal Regulations will contain the text of all Presidential proclamations made under the Trade Expansion Act of 1962. It will establish the procedures whereby interested parties may make oral and written presentations to the Office of the Special Representative on proposed trade agreements, and cover all the features of trade adjustment assistance to individual firms and groups of workers hurt by imports.

Copies of Federal Register documents relating to these programs can be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402, for 15 cents.

Details about the conference were published in INTERNATIONAL COMMERCE, Oct. 28, page 14.

HIGH-LEVEL TALK: Austro-American trade relations and commercial problems were on the agenda when Secretary of Commerce Luther H. Hodges met recently with Austria's Minister of Trade and Reconstruction. Left to right are Mr. Hodges; Minister Fritz Bock; Ambassador to U.S., Dr. Wilfried Platzer; and Dr. Franz Krisch, chairman of the Presidium in the Trade Ministry of Austria. Another high light of the visitors' stay was a round-table discussion attended by officials of the Trade Ministry, the Austrian Embassy, the U.S. Department of Commerce and the U.S. Department of State.

U.S. films rise on Argentine scene

The number of Argentine feature film productions and releases in 1962 remained virtually the same as in 1961. Feature films from U.S. companies, however, took a larger share of the market.

A total of 34 feature films were produced in Argentina in 1962, the same number as in 1961, the Scientific, Photographic and Business Equipment Division, Business & Defense Services Administration reports. The 1962 total includes 6 coproductions. An estimated 30 features will be produced in 1963, of which 6 to 8 will be coproductions.

The heavily-protected national film industry receives as a subsidy the proceeds of a 10% tax on all theater admissions. The tax revenues, estimated at 200 million pesos in 1962 (about $1,750,000), are administered by the National Institute of Cinematography, an organization under the Ministry of Education and Justice.

58% of releases

A total of 493 feature films were released in Argentina in 1962, virtually the same number as in 1961. The United States provided 286 films to the Argentine market, accounting for 58% of all releases in 1962 and about 70% of all ticket sales in Buenos Aires. In 1961 the U.S. provided 210 feature films.

Other principal suppliers in 1962 were France with 47 films, Italy with 34, Argentina with 32 and West Germany with 29. Sharp declines were registered in releases of Italian films (from 61 in 1961 to 34 in 1962) and British films (from 63 in 1961 to 21 in 1962).

Estimated total earnings of all films exhibited in Argentina during 1962 was 2 billion pesos or about $18 million. About half of this amount was retained by the Argentine exhibitors. Earnings repatriated to foreign countries for exhibition of foreign films was estimated at 500 million pesos (about $4.5 million).

Attendance down

Argentine motion picture theaters continued to suffer from declining attendance in 1962. Only 2,015 theaters were functioning at the end of the year compared to 2,177 at the beginning of 1962.

Attendance at motion-picture theaters in Buenos Aires was reported at about 48 million in 1960, down to 37 million in 1961 and then to 29 million in 1962. Attendance for 1963 is expected to be about 26 million.

Studying world trade —GATT to Shoji-Gesha

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SOUTH BEND—The shadow of Notre Dame's new $9 million library clung indolently to the kelly green grass on a rectangular mall that was flanked by residence buildings nestled against the colorful foliage of an Indiana autumn.

At the far end, in the Rockne memorial field house, the advisory council of the College of Commerce and its faculty wrestled with policy on the future course of educating students, with heavy accent on classes of international economics.

Somewhere out across the greensward the football marching band was at practice, for this was Notre Dame in the fall, and militant sound drifted through windows.

The Notre Dame College of Foreign and Domestic Commerce has a new dean, a firm-voiced, affable, rather florid man with a curious penchant for red neckties and appropriately—at this rallying station for U.S. Irishmen—named Thomas Murphy, an educator of quick wit and fine vocabulary.

The dean's problem is that his school, like all undergraduate colleges, while professing to teach foreign commerce, actually has few academic courses on the subject —a complication sympathetically understood lately by the athletic department.

It is a good question whether a university should lead progressive movements or follow and train in the wake. "Recent wide-scale expansion of United States business into world markets," Murphy last week told the advisory council, "imposes, at the very least, an obligation on colleges to move with industry and to prepare young men for service in international trade."

Dean Murphy approaches fulfillment with specialized courses planned in foreign finance, marketing, investment and management. "In 1964 we are making available a year's student study in Innsbruck, Austria, which perhaps will carry to other continents.

"A faculty member, Yusaku Furuhashi, is bringing us international recognition. Dr. Furuhashi is preparing an analysis of recent developments affecting non-tariff barriers to U.S. export trade. He also is completing a study of the role of a group called Shoji-Gesha in Japanese foreign and domestic commerce." The dean looked doubtfully hesitant, but his listeners accepted Shoji-Gesha as easily as warm sake.

"We are adding faculty from abroad," he went on. "Conversational language classes will be continued until the teaching of a second language is universally accepted by elementary schools, where instruction belongs. Foreign commerce courses at Notre Dame will have cultural content, much more than is customary."

Japanese professor Yusaku Furuhashi, at 28, appears so young that he is occasionally required to show an ID in pubs. He is western enough, however, to have picked up elephantine knowledge of stud poker.

"I held a seminar recently of 90 seniors," he said. "Not one of them knew what GATT meant, or when spelled out, did not know its purpose." Furuhashi studied in Japanese schools, received his master's degree at Washington University and his doctorate at Illinois. He returns summers to Japan to teach at Sophia University.

Furuhashi declared U.S. business education, even at graduate levels, lags well behind Japanese. "In my country, international commerce predominates. The best students attend and it is a significant honor to be permitted to study world trade. Export to us is life or death.

"I look upon my work here as a romantic mission: a work to increase in a little way, in my own classroom, the knowledge of a few American scholars of Japanese methods, culture and customs."

Bubbling, effervescent dreams drive Dean Thomas Murphy. He likes the sparkle of international business. He represents self-critical, new leadership in American undergraduate approaches, and, fortunately, he is not alone. Other deans in other colleges, even more vigorously, are stirred to the same thoughts.

'Highways USA' exhibit at Zagreb success for U.S.

Nearly 1.1 million visitors see demonstrations of U.S. products

The "Highways USA" exhibition was the road to success for the U.S. Pavilion in Zagreb, Yugoslavia at the recent International Trade Fair there.

Even heavy rain during the first three days could not dampen the enthusiasm of nearly 1.1 million visitors that jammed the U.S. pavilion.

Secretary of Commerce Luther H. Hodges officiated at the America Day reception and conducted President Tito on a tour of the U.S. show. President Tito complimented the United States on the general excellence of the presentation, showing a particular interest in the heavy construction equipment.

Four large pieces of earth-moving machinery were sold and negotiations are well underway for the sale of a complete U.S.-style service station with components from 9 leading U.S. makers of automobile service and repair devices.

This year was the 8th time the United States has participated in the annual International Trade Fair in Zagreb. The objective of the "Highways USA" theme was to emphasize the extraordinary mobility which has played and continues to play a vital role in the U.S. cultural, social and economic development.

Salt water conversion fair to take place in Milan

U.S. firms specializing in the manufacture of salt water conversion equipment are invited to exhibit at the 1964 Milan Fair next spring.

The fair authorities plan to hold an International Congress on Salt Water Conversion to coincide with the April 12-25 show. A special section of the Fair will be devoted to demonstration equipment by manufacturers from all parts of the world.

Further information is available from Fiera Internazionale di Milano, Largo Domodossola 1, Milan, Italy. Attention: Dr. A. F. Pessina.

MARKET PENETRATION: U.S. exporters were making a serious effort last week to penetrate the market for ladies apparel in Germany. At the Nov. 3-7 exhibition in Duesseldorf, U.S. Ambassador George C. McGhee greets a pretty visitor. Mrs. McGhee and U.S. Exhibit Manager W. B. Saunders (center) look on.

5,000 turn out for opening day ceremonies at ladies' apparel exhibit in Duesseldorf

U.S. companies make serious attempt to penetrate German market; numerous buyers show 'intensive interest,' keep exhibitors busy

An estimated 5,000 persons crowded in for the opening ceremonies at the Nov. 3-7 Ladies' Outer Garment Sales and Fashion Week in Duesseldorf, Germany.

United States Ambassador to the Federal Republic George C. McGhee opened the U.S.-sponsored fashion exposition. A dense crowd gathered to see what turned out to be the beginning of a serious attempt by U.S. companies to penetrate the German textile and garment market.

Milton E. Slater, a member of the U.S. Export Expansion Council, represented Secretary of Commerce Luther H. Hodges at the 5-day event.

The U.S. Consulate General in Duesseldorf reported that "original designs, flashing pastel colors and the use of miracle materials" by U.S. firms created "intensive interest." Buyers kept the U.S. exhibitors busy seeking representation for the German and European market.

A recent market survey, carried out by the J. Walter Thompson Co., reported that the export-minded U.S. firm could increase its sales of ladies apparel in West Germany. The demand in this clothing market has risen remarkably in the last 4 years, the survey pointed out, as part of a substantial improvement in the standard of living.

Levant Fair sales to total almost $4 million by 1964

On-the-spot sales for the 20 U.S. exhibitors at the recent Levant Fair in Bari, Italy, totaled $275,728. Sales pending at the close of the show were $97,370.

Estimated future sales resulting from participation in the Sept. 10-23 event were reported as follows: $892,600 for 1963 and $2,598,000 for 1964, making an over-all total of $3,863,698.

Of the 12 U.S. companies which took part in the fair, 12 already had distributors—with 3 of the 12 arranging for additional distributors for southern Italy. The U.S. Business Information Center developed 30 export trade opportunities.

Total attendance at the U.S. pavilion reached 450,334, including many prominent government and business executives from Italy and surrounding countries.

Record crops, good prices lead Ivory Coast's economic surge; trade with U.S. dips below '62

Nation traditionally has favorable trade balance with U.S.; France, other Common Market nations dominate trade picture

The economy of the Ivory Coast showed a significant advance during the first half of 1963 and the over-all status is expected to remain good during the immediate future, the American Embassy at Abidjan reports. Record crops and good prices for coffee and cocoa plus increased production and higher prices for tropical woods accounted for most of the advance.

Industrial development continued to emphasize the processing of local agricultural products and imported raw materials for domestic use.

Over the years, the Ivory Coast has enjoyed a favorable balance of trade with the U.S. The value of Ivory Coast exports to the U.S., which consisted of coffee, cocoa, lumber and diamonds, increased from $25.4 million in 1961 to $27.9 in 1962.

Imports from the U.S., consisting mostly of machinery, vehicles and parts, and used clothing, went from $5.9 million in 1961 to $6.7 million in 1962.

During the first 4 months of 1963, trade between the 2 countries declined. Ivory Coast exports decreased by 23%, from $13.1 million in 1962 to $9.9 million in 1963. Imports were down 10%, from $2.1 million to $1.9 million.

Good prospects

There are, however, prospects for increased U.S. trade in certain selected areas. The local logging industry has succeeded in obtaining an exception to the French-Ivorian trade agreement which will allow unrestricted and substantial purchases of American heavy logging equipment.

The Chamber of Commerce formally requested that licensing requirements be dropped for all goods not specified in the trade agreement. If granted, this request would remove an administrative barrier to trade with the U.S. Finally, one Eximbank loan and an AID loan will finance Ivory Coast purchases of some $7 million worth of U.S. goods (12,000 kw. Westinghouse turbine and generator for $5 million; $1.7 million of U.S. heavy equipment for road construction and repair).

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Over-all trade figures (exports and imports other than former French West Africa) totalled $140 million for the first 4 months of 1963 compared to $120 million during the same period in 1962. Total exports were up 20% over the same period in 1962; total imports up 13%.

Trade growth restored

The Ivory Coast's favorable commercial balance of trade stood at $25 million for the first 4 months of 1963 compared to $17 million last year. These increases were comparable to those which occurred annually during the period 1957 to 1961, when foreign trade increased over 90%, prior to levelling off in 1962.

Trade with France and the other Common Market countries, particularly West Germany and Italy showed a sharp increase. This trend can be expected to continue as the new agreement between the Common Market and the Associated States creates freer trade relations. Imports from France were up 11% compared to the same period in 1962; exports to France were up 30%. Imports from the Common Market as a whole, including the Associated States, were up 16% over 1962; exports to the Common Market were up 36%.

In terms of relative amount of trade, France's share of both imports and exports held steady at about 66% of all imports and 50% of all exports. The percentages for the Common Market as a whole were 83% of all imports for the first 4 months compared to 81% in 1962, and 81% of all exports compared to 72.5% in 1962.

Extra preference

In addition to preferential tariffs, French goods are granted major preferences in the Ivory Coast market by a special trade agreement which is negotiated annually with France to establish minimum trade levels between the 2 countries for certain commodities. These factors and the dominance of the commercial sector by large French firms continue to pose major barriers to any significant increase in U.S. exports to the Ivory Coast.

Industrial development in the Ivory Coast has been centered in 4 fields: food products; fats (soap, agricultural oils, paint) and chemicals; woods; and textiles. During the past 5 years the volume of industrial business doubled, totalling $66 million for 1962. By the end of 1966 it is estimated that the volume of industrial business will total over $90 million.

During the past 6 months, a $4 million flour mill began operation, the Abidjan thermal power plant doubled its capacity, the local nail and wire factory doubled plant capacity, and work was proceeding on new industries begun in 1962.

Of these, the most important are the $16 million oil refinery, work on the second hydraulic dam (Ayame II), work on the new fishing port, further expansion of the thermal power plant and completion of the 220-room Hotel Ivoire, run by the U.S. firm, Intercontinental Hotels.

A second paint factory, a textile printing factory, and a cocoa processing plant are of lesser importance.

The climate for foreign investment remained good: attractive legislation; liberal investment and reinvestment codes; favorable governmental attitude toward private foreign investment; and no signs of political instability. The best areas for investment were still those of processing industries for local products, fishing, and possibly building materials and mineral exploitation.

No new developments

In mining, exploration and prospecting has continued during the first half of 1963, but without turning up any new mineral deposits capable of commercial exploitation. The diamond and manganese operations maintained their 1962 pace, when exports of each totalled approximately $2 million.

Efforts at agricultural diversification are continuing, and fishing and livestock raising are the objects of intensive programs to increase production.

Budgetary receipts were higher than anticipated with a substantial surplus of revenue predicted. The balance of payments surplus outside the Franc Zone was also higher than in the first half of 1962, increasing from $31.5 million to $36.5 million.

This article was extracted from a much more detailed economic summary prepared by the American Embassy in Abidjan. A copy of that report is available, on a loan basis, from the Bureau of International Commerce, African Division (OIRE), Department of Commerce, Washington, D.C. 20230.

Coffee and cocoa accounted for 62% of total exports in 1962, and the high production and good prices for 1963 are important strength factors for the economy. With crop predictions for the 1963/64 season about the same as this year (200,000 metric tons of coffee and 100,000 tons of cocoa) and prices likely to be equal or higher, prospects are for continued strength.

Tropical woods, which accounted for approximately 15% of total exports in 1962, accounted for almost 19% of exports during the first 4 months of 1963 because of increased shipments and higher prices. This trend should continue thanks to the large European demand and the favorable conditions for logging in the Ivory Coast.

Bananas, the fourth major export product, recovered from last year's lack of market and it appeared that the entire 1963 crop would be sold.

Greater trade with Common Market partners marks El Salvador upturn

Growth is uneven, but most sectors report satisfactory gains; import and excise taxes upped on several luxury-type products

The favorable trends which were apparent during the first quarter of 1963 continued in El Salvador during the second quarter. Confidence in the country's economic future was displayed by the business community and foreign investors as industrial and investment activity quickened and trade increased.

Many businessmen said that business was about 10% better during the quarter, according to the U.S. Embassy in San Salvador. Strongest gains were registered in automobile and hardware sales. The automobile sales increase, registered in June, may have been the result of an attempt to evade import duty increases.

Some areas, such as wholesale drugs, reported a drop in business.

El Salvador's exports during the second quarter declined slightly from the comparable period in 1962, while imports for the same period were higher than 1962. Preliminary figures showed that the value of imports, $36.36 million, topped any previous quarter on record. Mid-year exports were valued at $98.84 million, providing a trade surplus of $30.12 million. Trade for January-June 1963 was surpassed only by the 1957 boom year.

The major trade increase was with the other Central American Republics. El Salvador furnished about two-fifths of all goods traded between countries located in the Central American market in 1962. Nearly 13.2% of total exports and 17.7% of total imports were within this market area. Guatemala and Honduras were El Salvador's best customers and suppliers, although trade with Nicaragua and Costa Rica increased proportionally much more.

Import comparison

A comparison of import statistics of 1958 and 1962 shows the increase in commercial activity among these countries:

Imports from:	Guatemala	Honduras	Nicaragua	Costa Rica
1958	7.6	15.7	1.9	1.1
1962	21.2	26.0	4.9	3.0
Exports to:				
1958	7.4	8.6	2.9	1.5
1962	19.1	15.1	8.2	4.4

(Values in millions of colones—1 colon equals US$.40)

The second quarter of the year saw continued improvement in the country's financial position. Net international reserves rose to $53 million by the end of May, compared with $23 million at the end of 1962. Government revenues for the first 6 months totalled $40.9 million, compared with $39.5 million during the last half of 1962. Both Government revenues and net international reserves were seasonally high during the first half year. Government expenditures, however, declined slightly from 1962 levels.

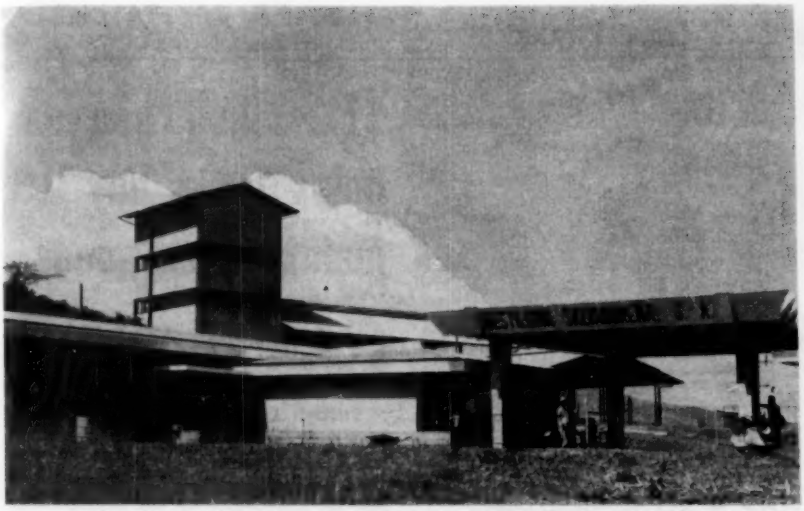
New tax law

The Government is still working on the proposed new income tax law for presentation to the Legislative Assembly. In addition to these proposed changes, new legislation during the quarter increased import and excise taxes on various items including beer, cosmetics, motor vehicles, television and radio sets, and wheat and wheat flour. Consumption taxes on flour, certain perfumes, and cosmetics were increased. It is estimated that these measures will yield a revenue increase of $4 to $4.8 million annually.

Credit extended by the commercial banks reflected the business community's increased confidence, and reversed the usual seasonal trend. Loans outstanding rose from $113.4 million at end-March to $117.4 million at end-June. The banks maintained this volume of credit due to the large increase in deposits, and outstanding loans were well within the commercial banks' legal lending capacity. Time deposits, which had reached a record high of $48.44 million in January 1963, rose in each succeeding month to $60.32 million by June 30. Total deposits in the commercial banks at the end of June were $105.96 million.

Staple output

Production of domestic food staples (corn, rice, beans, sorghum) which had declined and, in the case of corn, stagnated, increased during the 1962-63 crop year. Although some shift of land to these crops was involved, the increase was due also to improved seeds, and the



NO ALCOHOL SHORTAGE: This modern $1.2 million distillery began operations at Apopa on September 20.

use of fertilizers and insecticides. These results do not necessarily represent a trend, of course, and El Salvador is still a net importer of corn, rice and beans.

Agricultural production showed increases in almost all categories. Although prices were not as high as desired, El Salvador managed to sell most of its coffee production, and there was no unmanageable surplus at the end of the crop year. The 1962-63 cotton crop, approximately 310,000 bales, was a record. The 1963-64 cotton crop prospects are for still another record year, as licensed acreage is 25% above that licensed for 1962-63.

The National Institute for Industrial Development (INSAFI) continued to be active in the promotion of foreign and local investment. A loan of $4.5 million by the Agency for International Development will make funds available to private entrepreneurs in the form of loans or minor equity investments to finance new industrial ventures and expansion of existing ones.

Proposed development

INSAFI is considering several ideas:

1) a merchandise mart center initially for Salvadoran products but later to be expanded to include manufactured goods from all of Central America;

2) a Central Warehousing and Distributing Center; and

3) an Industrial Park in the Ilopango Airport area.

A Salvadoran Promotion Office will be established in New York City and a Trade Promotion Officer assigned to each Salvadoran Consulate in the U.S.

The Central American Bank for Economic Integration (CABEI) made a $200,000 loan to Sherwin Williams S.A. for construction of a warehouse and the purchase of raw materials. The Sherwin Williams loan is expected to result in a 30% production increase over a 3-year period, and will enable the firm to meet steadily rising demands from the Central American Common Market.

A second CABEI loan was made to Tubos Metalicos S.A. for the purchase and installation of machinery and equipment to produce steel and iron pipe and accessories. When Tubos Metalicos enters into full production, a foreign exchange saving of more than $600,000 annually will be achieved.

Destileria Salvadorena, S.A. officially opened its new $1.2 million modern distillery at Apopa on September 20, about 9 miles north of San Salvador. The distillery is designed to produce about 6 million liters of alcohol annually, an amount estimated to more than meet the needs of El Salvador.

Building construction starts and the value of planned construction and building repairs appeared to increase significantly during the second quarter of 1963. This reverses 1962's downward trend in building and construction activity, when Government construction declined about 29.9% from the previous year's level.

NEW GATT MEMBERS

The General Agreement on Tariffs and Trade (GATT) has announced 5 new members, Dahomey, Jamaica, Madagascar, Mauritania and Senegal. This brings the total number of full contracting countries to 58.

The new GATT nations had previously been applying the General Agreement on a *de facto* basis.

1st Yugoslav rail project opened to outside bidders

Gauge-widening of 17-mile stretch subject to international bidding

The World Bank has loaned Yugoslavia the equivalent of $35 million to assist in financing the improvement of a 121-mile railway line between Sarajevo and the port of Ploce.

The Government will call for international competitive bidding on a 17-mile section of the line which is the only section of potential interest to foreign contractors, and on signaling, telecommunications and electrification equipment. This will be the first time foreign firms have been invited to bid on Yugoslav railway construction.

An investment program for the railways is being prepared for the period 1964-67 to increase carrying capacity, to modernize equipment and operations, and to provide additional lines in the less developed parts of the country. One of the most important projects for new construction is the conversion of the Sarajevo-Ploce line from narrow to standard guage. This line is one of the few connections between the interior and the coast and it has been used to its maximum capacity for several years.

The new standard-gauge line will have greater capacity and permit faster train speeds. It will be electrified and equipped with central traffic control. Construction was started in 1959 and is scheduled for completion in late 1966. The total cost of the new line is estimated at the equivalent of $96 million.

The loan was made to the Yugoslav Investment Bank, the principal instrument of the Federal Government for providing investment funds for development and the main channel for foreign development loans. The Investment Bank will transfer the proceeds of the loan to the Community of Railway Enterprises in Sarajevo which is building the railway.

TOOTHPASTE TO IRAQ

An Iraqi drug company has announced plans to build a factory to produce a leading U.S. toothpaste under license. Equipment for the plant is expected to arrive within 6-7 months, and production should begin within 15 months.

California plans special Alliance assistance to Chile

Group from State recently spent 6 weeks in Chile investigating potential development projects

The State of California, at the request of President Kennedy and President Alessandri of Chile, is preparing to participate in U.S. assistance to the economic development of Chile within the Alliance for Progress.

A group from the State of California recently spent about 6 weeks in Chile investigating activities which the State of California can carry out under prospective arrangements with the Government of Chile and AID.

The Government of Chile and AID will sign an agreement providing for the furnishing of development assistance to Chile by the State of California. An agreement will also be negotiated between the State of California and AID, providing for California participation in Chile's development program. California activities are expected to center around assistance to the Chilean Government in development planning in agriculture, water resources, transportation, and education.

Specific arrangements are likely to receive final approval by Governor Brown at the time of a scheduled visit to California of Chilean Ambassador Sergio Gutierrez-Olivos late in November, 1963. Several activities under this program may then be initiated.

Tariff Commission reports on table flatware trade

The U.S. Tariff Commission has submitted a report on developments in the trade in stainless-steel table flatware to the President.

Following an escape-clause investigation by the Tariff Commission on October 20, 1959, the President increased the duty rates applicable to certain stainless-steel table flatware imported in excess of 69 million single units in any 12-month period beginning November 1 of each year.

The report to the President presents statistical data and other information with respect to stainless-steel table flatware, with emphasis on developments since the Commission's report in November 1962.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C., 20436.

3 Indian projects get $39.5 million to buy U.S. goods

AID loans will assist power plant, locomotive sale, and ropeway

The U.S. and India have signed agreements for 3 loans to India to provide financing for a power plant, the purchase of locomotives and a transport ropeway.

Signing of the loan agreements by U.S. Ambassador Chester Bowles and P. Govindan Nair, Additional Secretary, Minister of Finance, makes a total of $39.5 million available to India for the purchase of U.S. goods and services required for the projects.

Project listing

The loans are for:

—$16 million to finance the dollar costs of U.S. equipment materials and services for the construction of a 125,000-kilowatt coal-fired electric generator unit for the Chandrapura power plant in the industrial Damodar Valley, located in the northeastern Indian State of Bihar.

—$15.8 million to finance the purchase and delivery of 54 U.S. broad-gauge diesel-electric locomotives, as well as spare parts and training services, for the national railway system.

—$7.7 million to finance the purchase of U.S. machinery and equipment for extraction and transportation of sand by aerial ropeway to the Jharia coal field in the State of Bihar. Sand is used in coal mines to fill mined spaces in order to support mine roofs and permit the extraction of additional pillars of coal.

$18 million road loan helps Turks buy U.S. maintenance goods

AID loan also pays for spares, technical consultants' services

Turkish Government efforts to maintain its national highway system, which has been extended from 7,000 miles to 22,000 miles during the past several years, will be augmented by the planned purchase of more than 2,000 items of road equipment, machinery and vehicles from the U.S.

The purchases, which will be financed with a U.S. loan authorized by the Agency for International Development, will provide replacements for some $15 million worth of maintenance equipment which is worn out or being operated beyond its useful life.

The AID loan, amounting to $18.1 million, will finance the purchase of $15.1 million of new equipment from the U.S. and some $1.4 million in spare parts. The financing also will cover the services of U.S. technical consultants, as well as part of the shipping costs for the equipment.

In a cooperative program sponsored by AID predecessor agencies, a team of U.S. Bureau of Public Roads experts worked with the Turkish Government for several years to build up the General Directorate of Highways as a modern organization patterned after comparable state highway departments in the U.S. It is now regarded as one of the most effective highway departments in that area of the world.

The Bureau of Public Roads program emphasized road and equipment maintenance, and BPR acted as purchasing agent for the Directorate of Highways in procuring some $41 million of highway equipment which was largely financed by AID predecessor agencies.

There have been few replacements of road maintenance equipment since 1955, and none during the past 2 years. Last winter's unusually severe weather in Turkey placed a great burden on all equipment and facilities, accelerating their deterioration.

Foreign Government Actions

Spain spurs renovation of wool industry

Renovation of Spain's woolen industry is the goal of a decree published in the *Official Bulletin* of Sept. 27, 1963.

It provides for official credits and tax exemptions for companies merging to form larger firms, amalgamate certain services, renovate machinery and buildings, increase production, or establish new plants. Preference is to be given when there is a possibility of increasing exports or when efforts are made to reduce the fragmentation in the industry.

The principal organizations implementing the plan are the private Spanish Institute for Woolen Textile Production and the Official Industrial Credit Bank. Loans will be for up to 8 years at 5% interest, but the total amount has not been determined.

The decree contains a statement to the effect that since firms in the industry have already been studying the possibility of foreign loans for acquiring imported machinery, there will be no need to use official credits for that purpose.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Austrian farm ministry has new trade functions

Under Austria's recent government reorganization, the Agriculture Ministry has taken over from the Interior Ministry its responsibility for administering certain sections of the 1956 Foreign Trade Law (FOREIGN COMMERCE WEEKLY, Jan. 14, 1957). The law, extended for 2 years, is now effective through Dec. 31, 1965.

This change should be noted in the U.S. Department of Commerce publication, *Licensing and Exchange Controls—Austria,* World Trade Information Service Report, part 2, No. 62-8, February 1962.

Cameroon establishing electronics industry

Creation of a national electronics industry in Cameroon is the goal of a recent agreement between the Government and the French firm, Compagnie Telegraphique sans Fil, according to the U.S. Embassy in Yaounde.

Plans call for establishment of an assembly plant for transistor radios, participation in Cameroon's telecommunications industry, and subsequent development of a television network.

Guatemala liberalizes exchange controls

Further liberalization of exchange controls has been announced by the Government of Guatemala.

All earnings or dividends on foreign investments in Guatemala now may be freely remitted, and foreign capital investment in the country may be freely withdrawn. Previous regulations provided that all foreign exchange applications should contain a sworn declaration of funds held abroad by the applicant. This declaration is no longer necessary.

Family remittances and amounts allowed for tourist travel are increased—to $300 for travel to Mexico, Costa Rica, and the Caribbean area; to $500 for the United States and Canada; $750 for South America; and $1,500 for Europe and other continents. The maximum allowed in a year remains at $1,500.

Belgium shaking up indirect tax system

Belgium's Finance Ministry is planning to implement a lump-sum tax to replace the present cascade system of transmissions taxes, the U.S. Embassy in Brussels reports.

In essence the new measure would be a 13% one-time tax levied on transactions only at the wholesale level. The present system, separately taxing each transaction in the chain of production and marketing, is held to favor vertically integrated companies.

At the outset, the new tax would be applied to metal manufactures and iron and steel products. It would be extended after 1964 to other sectors. Further information on implementation of this pilot policy will be published, as received, in INTERNATIONAL COMMERCE.

Indonesia plans free port, plus free-trade zones

To implement its ban on trade with Malaysia and facilitate the direct shipment of goods formerly traded via Singapore, Indonesia has decided to establish a free port at Sabang (northern tip of Sumatra) and free trade zones at Belawan (North Sumatra), Tandjung Priok (port for Djakarta, Java) and Makasar (south Sulawesi). These are expected to open up opportunities for establishment of transit, packing and assembly activities as well as providing storage facilities.

The Government also has designated nine ports as primary ports (from which export goods can be sent directly to the using/consuming country).

The ports will remain open 24 hours a day. Six—Belawan, Dumai, Palembang, Tandjung Priok, Surabaja and Makasar—will handle all types of export commodities; two (Ambon and Bitung) are designated especially for copra; and one (Kupang) will handle especially livestock and copra.

World Bank, IMF joined by Malagasy, Mali, Uganda

The Malagasy Republic, Mali, and Uganda have become members of the International Monetary Fund, the International Bank for Reconstruction and Development (World Bank), and the International Development Association (IDA). Malagasy and Uganda also became members of the International Finance Corporation (IFC).

Initial quotas in the Fund are: Malagasy, $15 million; Mali, $13 million; and Uganda, $25 million.

Subscriptions to the capital stock of the Bank are: Malagasy, $20 million; Mali, $17,300,000; and Uganda, $33,300,000.

Chile extends registration for royalty agreements

The Chilean Central Bank has extended until November 30 the deadline by which parties to existing royalty agreements must register them with the Central Bank to obtain foreign exchange, the U.S. Embassy in Santiago reports.

The registration must be accompanied by an estimate of the amount of royalties to be paid annually under the agreement. (See INTERNATIONAL COMMERCE, October 7, 1963, page 20, for original requirements.)

Private investment in developing nations called vital to U.S. trade

Secretary Hodges says it creates jobs at home, markets abroad; licensing agreements are preferred in developed countries

Private investment in the developing nations—in addition to helping those nations—helps solve the U.S. payments problem in a number of ways.

First, even in the short run, investments in new plants and facilities in less developed areas are to a large extent directly translatable into additional exports of U.S. machinery and equipment.

Second, U.S. foreign exchange earnings are improved in the long run by the income returned from these investments.

Third, again in the long run, other American equipment and components are likely to follow the original machinery sold in such countries.

Finally, and most important, industrial development, generating higher incomes and improved standards of living, makes those countries better customers for all types of U.S. exports—consumer goods as well as additional industrial equipment.

More jobs, more profits

Increased exports not only improve the appearance of the U.S.'s international account books, they also translate into additional jobs for our workers and more profits for industry. In addition, they enable us to finance the imports of foreign goods which contribute to a more varied standard of living for all our people.

Private sector vital

It is the private sector, motivated by a fair return on sound and secure investments that must carry the major burden for the free enterprise system in financing the many necessary projects in developing nations. In our free and democratic society, only private capital has the vast resources required to lift the levels of production and standards of living in such countries—levels that are essential to progress and development. The Government has vigorous programs underway to encourage private investment in many developing nations.

This article was extracted from an October 31 speech delivered by Commerce Secretary Luther H. Hodges to the American-Israel Chamber of Commerce and Industry in New York City.

Encouragement

These programs include Government guarantees against losses from such non-business risks as inconvertibility, expropriation, and war and civil disturbance. There are also all-purpose guarantees, including both business and non-business risks up to 75% of a U.S. private investment.

Government loans are available in dollars and local currency to support private investment projects. Public equity participation is also available from the International Finance Corporation and AID.

In addition, the U.S. Department of Commerce has a world-wide network of commercial officers who channel in detailed information on investment opportunities abroad. The Office of International Investment and the Commercial Intelligence Division will provide authoritative reports on specific countries for any interested investor.

Private investors not only serve their country, they tap a rich source of returns. Treasury Department estimates show that the average earnings, after foreign taxes, on all existing U.S. manufacturing investment in less developed countries were 12.5% per year from 1952 through 1960. Similar or even greater returns can be expected from investment opportunities that arise every day in these nations.

The U.S. Government, and various international agencies can underwrite such private ventures on an extensive basis, once a reasonable private equity basis is assured.

U.S. balance-of-payment difficulties put investment in the developed countries in a different category. Because of development needs many firms will find it necessary to invest in those countries, and the facilities of the Department are available to them. U.S. policy, however, has been to encourage licensing arrangements rather than direct investment. These involve very little dollar outflow and create substantial dollar income.

Tax proposed

I would like to emphasize that the proposed interest equalization tax on purchases of foreign securities does not apply to direct investment in other countries—whether they are developed or developing.

That tax is aimed at reducing the swelling outflow of long term portfolio capital from the U.S. The volume of new foreign issues reaching the U.S. market has more than tripled in the past 18 months, increasing to an annual rate of almost $2 billion in the first 6 months of this year.

This tax will make costs to foreigners of capital in the U.S. market much more closely aligned with costs prevailing in the leading countries abroad. This will substantially eliminate the existing incentive to raise money in the American market simply to achieve a saving in interest costs.

The tax would not be applied to acquisition of securities by less developed countries, most of which suffer chronic capital shortages, limited capability for foreign borrowing on normal commercial terms, and urgent development needs. The outflow of portfolio capital to these areas has been limited anyway, never exceeding $200 million during recent years.

GATT topic

The problem of speeding industrialization of the less developed countries will be very much in the foreground at the forthcoming 1964 trade negotiations under the General Agreement on Tariffs and Trade (GATT). A free flow of trade is vital to the development of such countries.

The developed nations should be prepared to liberalize their treatment of imports from the less-developed countries without requiring full reciprocity in return.

Common sense dictates that conditions be created that will enable the developing countries to earn the foreign exchange so essential to their current and future well-being. It is also recognized that as these countries do develop, they will become better customers and sellers in the free-world trading system, thereby raising the economic well-being of all.

I can assure you that the U.S. representatives will go into those negotiations

firmly resolved to press for the mutual liberalization of free world markets. It is a policy that will work to the advantage of the less-developed countries, as well as the fully industrialized nations.

But the flow of international trade, with its promise of a better life for all people, will not suddenly increase simply because trade barriers are removed. That indispensable ingredient, salesmanship, is also necessary. The market must be studied, the products tailored to fit that market, and finally the goods must be displayed by someone who has an order book handy.

Farm-tool plant requests help

Colombian metalworking firm offers 50-50 deal for $200,000 and technical aid

A Colombian farm-tool manufacturer seeks capital and know-how in order to expand operations. The metalworking firm, described as one of the largest of its kind in Colombia, wants $200,000 in equity capital and technical assistance in exchange for 50% ownership.

The firm manufactures farm tools, mainly shovels, but its plant is said to be physically capable of producing other farm tools.

Technical management and quality control are needed and possibly also administrative management, which the firm's directors hope a prospective U.S. investor would also be able to supply.

Market assured

The farm-tool industry in Colombia is a basic import-protected industry and the firm has a five-year tax exemption. The market is said to be assured: all production can be sold to an autonomous agency of the Government created to finance and assist Colombian farmers.

For further information write to Bureau of International Commerce, Office of International Investment, File 2-3429-1-B, Department of Commerce, Washington, D.C. 20230.

Additional information can be obtained from the following Department of Commerce publication:

Establishing a Business in Colombia. OBR 63-107. 16pp. August 1963.

U.S. visit of 3 Ecuadoran officials to focus on many areas of investment available to American businessmen

Contacts with banks and investment firms also interest group with scheduled stops in New York, Miami, Washington

Three officers of the Ecuadoran Development Center (CENDES) will visit the United States and Puerto Rico during November and December. Object of their visit is to interest U.S. businessmen in investment in Ecuador.

The group is scheduled to be in San Juan, Puerto Rico, from November 11 to 15 and in the United States from November 18 to around December 6 visiting Washington, D.C., New York and Miami.

Diverse areas

The group will bring with it either feasibility studies already prepared by CENDES or detailed information on possibilities for investment in such diverse areas as sugar and sugar byproducts . . . glass and glass containers . . . structural steel . . . sulfuric acid . . . aluminum sulfate . . . dry cell batteries.

Also, agricultural tools . . . tomato products . . . shipyards and ship repair facilities . . . rice bran oils . . . fruit and vegetable canning . . . salt . . . meatpacking facilities . . . meat processing . . . office machine assembly . . . electronic equipment . . . insecticides . . . detergents.

Rayon . . . hardboard panels . . . cacao . . . structural aluminum . . . small pumps . . . sprayers . . . home appliances . . . milk products . . . fish and fish products.

The CENDES group, in addition to discussing likely projects with individual potential investors, is also anxious to establish contact with investment firms and banks.

Businessmen wishing to discuss investment possibilities with the CENDES group should visit the offices of the Ecuadoran Consulates General in San Juan, Puerto Rico; New York and Miami. For interviews in Washington, D.C., the Ecuadoran Embassy should be contacted.

Additional information can be obtained from the following Department of Commerce publications:

Market Indicators for Latin America. WTIS. Part 3, No. 62-3. 12pp. January 1962. 20 cents.

Railways of Latin America. WTIS. Part 4, No. 57-5. 8pp. April 1957. 20 cents.

Trade of the United States with Latin America, Years, 1959-60, and Half-Years, January-June 1959-62. WTIS. Part 3, No. 62-2. 4pp. January 1962. 20 cents.

License wanted for resins, varnishes, other products

A license is sought in France for the production of special varnishes, foam-forming resins and related products by a manufacturer of polyvinyl chloride plastisols, protective varnishes and wall coatings.

Write to Societe Synthesia, S.A., 29 Blvd. de Belleville, Paris 11e.

Chilean textile concern asks toweling license

A Chilean textile firm seeks a license to manufacture toweling. The Santiago concern is interested in an arrangement with a U.S. firm willing to provide know-how, on mutually agreeable terms, for the manufacture of turkish, bath, face, kitchen and glass towels as well as toweling.

The Latin company is headed by a group of well-known local businessmen prominent in other leading Chilean concerns as well. It was founded as a corporation in 1920. It owns and operates a well-equipped, modern textile plant located in the industrial sector of Santiago and manufactures towels, underwear and rope-soled canvas shoes.

For further information, prospective U.S. licensors are invited to write to Compania Chilena de Tejidos y Alpargatas CHITECO S.A., 3668 Andes, Casilla 2-D, Santiago, Chile.

Use of Cooley loans is growing; $147.6 million now available

Concerted AID drive alerts U.S. business to program's value; no loans made which could boost competition with U.S. goods

A marked step-up in the number and value of local currency (Cooley) loans for private investment in less developed countries has been reported by the Agency for International Development.

In the 21 months from January, 1962, when AID began administering the program, to October 1 of this year, 78 loans were approved for private investment in 14 developing countries. They total the equivalent of $84.6 million. This compares with $95.1 million for 1962 local currency loans made during the previous 4½ years the program had been in operation.

The new AID total includes the largest Cooley loan yet extended—$17.5 million in Indian rupees recently approved to help finance construction of a $68 million private fertilizer plant in India.

Cooley loans are named for Representative Harold D. Cooley of North Carolina who introduced an amendment to the Agricultural Trade Development and Assistance Act (Public Law 480) authorizing lending of U.S.-owned local currencies to private investors. The local currencies are generated by sales of surplus U.S. agricultural commodities under PL 480.

The initial table compares the number and value of loans by regions approved in the January 1962-Octover 1, 1963 period with the figures for the preceeding 4½ years.

January 1962–October 1, 1963

Region	No. of Loans	Dollar Equivalent
Latin America	10	$4,400,000
Far East	11	5,050,000
Near East-South Asia	57	75,218,000
TOTALS	**78**	**$84,668,000**

Previous 4½ Years

Region	No. of Loans	Dollar Equivalent
Latin America	49	$15,488,000
Far East	15	3,766,000
Near East-South Asia	82	64,085,000
Europe	16	11,829,000
TOTALS	**162**	**$95,168,000**

AID Cooley loans by country, 1/62 to 10/63

Region and Country	Number of Loans	Dollar Equivalent
LATIN AMERICA		
Colombia	7	$2,790,000
Ecuador	2	780,000
Paraguay	1	830,000
Sub-Total	**10**	**$4,400,000**
FAR EAST		
China	5	$1,463,000
Korea	2	227,000
Philippines	3	2,820,000
Vietnam	1	540,000
Sub-Total	**11**	**$5,050,000**
NEAR EAST-SOUTH ASIA		
Greece	5	$2,846,000
Egypt (U.A.R.)	1	244,000
Iran	3	1,929,000
Israel	9	2,263,000
Turkey	7	14,633,000
Pakistan	10	7,608,000
India	22	45,695,000
Sub-Total	**57**	**$75,218,000**
Totals	**78**	**$84,668,000**

Advantages seen

AID attributed the increase in the number and value of the loans to a concerted drive to encourage American business interests to take advantage of the program, which is designed to promote the use of the U.S.-owned local currencies for private investment abroad.

AID has also sought to make the loans more attractive to potential American investors by not requiring a guaranty from a U.S. investor when there is adequate equity, or a local bank.

The loans, repayable in the local currencies in which they are made and at interest rates comparable to those charged by banks in the host countries, are available to qualified U.S. firms to develop business and expand trade, or to a U.S. *or* foreign company if the loan will result in expanding markets for U.S. agricultural commodities.

The uses for which Cooley loans have been made are varied. The local currency loan proceeds may be used by the borrower to finance local costs such as expansion of plant and equipment, land acquisition and other normal costs of operation. The loan must be acceptable to the host country's government.

Cooley loans may not be made for the manufacture of products which would be exported to the U.S. in competition with U.S.-made products or for the manufacture or production of commodities to be marketed in competition with U.S. agricultural commodities or products.

Cooley Loan Currencies Available

Country	Unit of Currency	Foreign (000)	US Equiv. ($000)
LATIN AMERICA			
Bolivia	Pesos	10,128	$853
*Colombia	Pesos	10,205	1,023
*Ecuador	Sucres	7,232	344
Paraguay	Guaranies	5,750	46
*Peru	Soles	49,465	1,846
*Uruguay	Pesos	3,604	219
NEAR EAST-SOUTH ASIA			
Greece	Drachmae	59,318	1,977
India	Rupees	242,486	51,125
Iran	Rials	115,162	1,515
Israel	Pounds	24,572	8,191
Pakistan	Rupees	54,745	11,417
Syria	Pounds	13,604	3,580
Turkey	Lire	148,448	16,494
UAR (Egypt)	Pounds	11,819	27,240
FAR EAST			
China	New Taiwan Dollars	257,372	6,434
Indonesia	Rupiah	418,008	1,327
Korea	Won	392,557	3,031
*Philippines	Pesos	13,457	3,451
Vietnam	Piastres	60,288	828
AFRICA-EUROPE			
Finland	New Finnish Markkas	1,054	329
Guinea	Francs	42,248	171
Morocco	Dirhams	9,763	1,947
Sudan	Pounds	303	876
Tunisia	Dinars	1,405	3,372
			$147,636

***New applications are not being accepted in these countries, as applications on hand already exceed available funds.**

Loans have been made to assist U.S.-affiliated companies establish facilities in India to produce and market rubber tires and tubes, ball bearings, machine tools, plastics, refrigeration equipment and fabricated aluminum products.

Other loans have been made to help finance telephone expansion in Ecuador; a branch of an American detergent manufacturer in Taiwan (The Republic of China); a U.S.-affiliated pharmaceutical house in Egypt; terminal storage facilities in Iran; grain storage facilities in Israel; a chrome mine in Turkey, and American-type hotels in Karachi and Dacca, Pakistan.

At the latest computation, AID had $147.6 million in foreign currencies available for use as Cooley loans, subdivided as shown above.

Woodworking machine, PVC plastic item help sought

Two German companies are looking for business tie-ups in order to produce PVC plastic articles or woodworking machines.

A manufacturer of portable woodworking machines seeks a license to produce new woodworking machines, including pneumatic machines and other related machinery. Mafell-Maschinenfabrik, Rudolf Mey K.G., P.O. Box 21, 7239 Aistaig/Neckar (Wuerttemberg).

A producer of PVC plastic soles for ladies' sports shoes seeks a license or joint venture in order to manufacture other articles made of PVC plastic. Bernhard Backs KG, 3 Friedhofstrasse, 4903 Schoetmar.

Argentine tubing plant is for sale

Output of copper and bronze products comes to 400 metric tons per eight-hour shift

An Argentine copper and bronze tubing plant is for sale. Lamifun Argentina, Sociedad Industrial Siderurgica S.R.L., is a seamless copper and bronze tube and pipe manufacturing firm in Buenos Aires with a production capacity of 400 metric tons per eight-hour shift.

The plant is offered for sale by its owner who is retiring from business activities for medical reasons.

The asking price for the capital shares of this limited liability company is 15 million Argentine pesos (about $104,200 at the current rate of exchange).

Equipment, orders, lists

Purchase of the capital shares will convey ownership of all the company's manufacturing facilities, including a plant covering 381 square meters. The plant is equipped with a Mannesman system perforator, tube and pipe-drawing equipment, lathes, ovens, billet molds, dies, forges, welding equipment and raw-stock inventory as well as processed and semi-processed pipes and tubes.

The purchaser will also acquire trademark rights, customer lists, pending orders, and, if required, technical and other pertinent assistance. Possession will be granted upon payment of 9 million pesos ($62,500) in cash, with the balance payable over a two-year period at a banking rate of interest.

Also available, if required, is the company's office building at 5 million Argentine pesos (nearly $35,000). Possession will be granted upon payment of 50% in cash, the balance to be paid on mutually agreeable terms.

U.S. firms may obtain additional information by writing to Sr. Emilio Santilli, Lamifun Argentina, Sociedad Industrial Siderurgica, S.R.L., Pichincha 1231, Buenos Aires, Argentina.

Mechanical, electrical or boiler item output asked

A French manufacturer of spare parts for helicopters seeks a license for the production of mechanical, boiler or electrical items.

Write to Societe Heli-Service, 31 rue Francois Ier, Paris 8eme.

19 new openings pinpointed by first U.S. Mission to Malaysia

Several manufacturing plants proposed for which special inducements are available; other Far Eastern firms seek joint ventures, licenses for many industry, consumer items

Several outstanding investment opportunities appear in the second report received from the first U.S. Trade Mission to Malaysia. (See also Nov. 4 issue of IC, pp. 42-3.)

The "pioneer status" referred to in some opportunities includes such inducements to potential investors as tax exemption up to 5 years, assistance in factory site location and consideration for tariff protection on capital equipment and materials needed for production as well as on the finished product.

U.S. firms interested in one or more of the varied types of consumer and industrial openings described here are requested to show the identifying interview report number, listed in parentheses after the Malaysian or Washington address, on any correspondence covering an opportunity.

Wide market available

3241 Cement, hydraulic

A Singapore firm with a 30-year lease on acreage estimated to contain 100 million tons of excellent limestone contemplates the establishment of a cement plant. The firm has received offers in respect to a joint venture and the sale of machinery from firms in other countries. The company, however, prefers a joint venture with an experienced U.S. firm capable of providing technical, marketing and management know-how. It is reported that the firm has substantial capital but is willing to grant equity.

It is also claimed that while Malaysia uses over 500,000 tons of cement a year, it produces only half that amount. Of this, around 175,000 tons is of varying poor quality. The location of the proposed plant is near the border of Thailand and is adjacent to a railroad and highway. Thailand is said to import all its cement requirements so that the available market for the proposed plant offers unusual possibilities.

For further information and a copy of a preliminary survey of the proposed project, firms experienced in cement production should write to Bureau of International Commerce, Office of International Investment, File No. 3-3241-2-B, Department of Commerce, Washington, D.C. 20230. (IR 166)

Plant seeks know-how

3229 Fibers, glass

With the necessary capital available locally and land for a plant site already purchased, a Singapore firm projecting the manufacture of glass-fiber sheeting and molded products is interested in a joint venture or licensing arrangement with an experienced U.S. firm. Principal requirements are technical assistance in designing the plant, installing machinery and training workers. Equity participation will be available.

The proposed venture has been assured of pioneer status by the Singapore Economic Development Board. This approval is based on a survey of the project made by a firm of Australian industrial consultants in May. The survey recommended establishment of a glass-fiber and reinforced-plastics industry in Singapore. Among other advantages cited were availability of low-cost labor, the demand for glass fiber over wood in many instances, and a special, captive market for the product in government-housing and school-development projects.

For further information, write Bureau of International Commerce, Office of International Investment, File 3-3229-1-B, Department of Commerce, Washington, D.C. 20230. (IR 148)

Promising enterprise

3497 Rustproofing

An established Singapore firm currently importing packaging and marketing rustproofing agents from England is anxious to begin local production of these chemicals. A joint venture or licensing arrangement with an American firm is contemplated.

The Singapore Economic Development Board is supporting the project and the firm has already purchased 16,000 square feet in an industrial estate as a proposed plant site. The location is close to railway transportation and semiskilled labor is available at reasonable rates.

Write for further information to Bureau of International Commerce, Office of International Investment, File 3-3497-1-B, Department of Commerce, Washington, D.C. 20230. (IR 191)

2032 Canned food specialties

A licensing arrangement with a U.S. food processor is sought by a Singapore firm engaged in processing and canning local food specialties (Singapore curry, shark's fin soup, bean sprouts and curried clams). The firm would import U.S. food specialties in bulk and process and can these for the local market. As an adjunct, the American firm would be granted the distributorship for the Singapore food specialties, if desired.

Write Mr. Yeo, Yeo Hiap Seng Canning & Sauce Factory, 23 (7m.s.) Bukit Timah Rd., Singapore 21, Malaysia. (IR 194)

2042 Animal feeds
6561 Operative builders

Hilton Ltd., an import-export firm in Singapore trading mainly with Indonesia, plans to expand its operations. For this purpose, it seeks the participation of qualified U.S. firms in 2 joint ventures: one for the production of animal feeds and another in the construction field, mainly residential and commercial structures. In addition to equity capital, equipment and technical assistance are required.

Write to Mr. Lawrence Au, Hilton Ltd., 43-A Telok Ayer St., Singapore 1, Malaysia. (IR 156)

2399 Fishing nets

An importer and wholesaler of photographic and electrical equipment and textiles in Singapore is interested in a joint venture with an American investor for the local manufacture of nylon fishing nets. Machinery and equipment required for this venture are estimated to cost around $110,000. He also envisages the possibility of selling commercial fishing tackle as a complementary activity.

Write to Mr. K. K. Mahtani, International Sales Agency, 86/B High St., Singapore 6, Malaysia. (IR 126)

2426 Wood products

A joint venture for the production of wood products of various kinds is proposed by an established export-import firm in Singapore willing to put up 50% of the required capital in local currency. Requires 50% capital and know-how from a U.S. firm.

Write to Haji Mohamed Khan, Singapore Rattan & Cane Mart, Ltd., 38/40

Nunes Bldg., 9 Malacca St., Singapore 1, Malaysia. (IR 129)

2621-2631 Paper & paper board
2899 Chemicals & waxes
3811 Laboratory scientific instruments

A Malaysian firm which packages pharmaceutical products offers 3 opportunities for qualified U.S. firms: (1) a licensing arrangement for the manufacture in Singapore of waxes and chemicals; (2) a joint venture for the local manufacture of scientific instruments for instruction purposes, such as spectrometers, calorimeters, voltmeters, metric scales, dissection instruments, and the like, and (3) a joint venture to manufacture locally paper, paperboard and finished paper products.

Write to Dr. Jacob John, Malayan Pharmaceutical Industries, Ltd., 711 East Coast Rd., Singapore 15, Malaysia. (IR 110A, 111 and 112)

2821 Plastic pipes & tubes
3079 Plastic floor tiles

U.S. manufacturers of plastic floor tiles and of plastic pipes and tubes are invited to consider a joint venture with an established Malaysian textile manufacturer and importer for the manufacture of their products in Singapore. The local firm reports a large demand for these products in Malaysia and would welcome inquiries from U.S. manufacturers.

Write to Mr. K. Doshi, P. Lai & Son (S'PORE), 25 Arab St., Singapore 7, Malaysia. (IR 150 and 152)

3955 Carbon paper, typewriter ribbons

A license from an American producer is sought by an importing firm for the local manufacture, in partnership with another area firm, of carbon paper and typewriter ribbons.

Write to Mr. K. N. Narwani, Luck Traders, 19 Orchard Rd., Singapore, Malaysia. (IR 185)

3411 Tin cans

A recently organized firm in Singapore plans to manufacture tin cans. As technical and engineering know-how are required, it would welcome the participation of a U.S. firm on a 50% joint-venture basis.

Write to Mr. I. T. Tam, Tat Lee Co., Ltd., 63 Market St., Singapore, Malaysia. (IR 182)

3432 Plumbing fixtures (brass goods)

A Singapore firm is interested in a joint venture or purchase of a packaged plant to manufacture brass faucets, valves and pipe fittings. Assurance that the Singapore Economic Development Board will approve pioneer status for the venture is claimed. Write Singapore Metal Factory, 98 Cecil St., Singapore, Malaysia, Attn.: Mr. Wee Keng Guan. (IR 165)

3585 Air-conditioning units

An established shipping and trading firm plans to expand its operations and begin the assembly of air-conditioning units locally. The firm seeks a licensing arrangement with a U.S. manufacturer of both window size and larger air-conditioning units, providing also for the eventual manufacture locally of components.

Write to Mr. M. Y. Namazie, Namazie Shipping & Trading Co. Ltd., 66 The Arcade, Singapore, Malaysia. (IR 170)

5311 Department store

The managing director of a fairly large department store in Singapore wants to enter into a joint venture with U.S. firms to merchandise U.S. and other products from store's present location. Current stock in 5-story building is valued at about $400,000. Also willing to lease store, with or without stock. Available immediately.

Write to Mr. Balwant Singh, Gian Singh & Co. Ltd., 30-1 Raffles Place, Singapore 1, Malaysia. (IR 134)

7391 Testing laboratories

A Singapore laboratory seeks the participation of a qualified U.S. firm in a joint venture to provide soil testing and related services to engineers, architects, contractors and builders in Malaysia. The requirement is mainly for additional equipment.

Write to Mr. S. Subramanian, Analytical Laboratories, Ltd., 30-B Church St., Singapore 1, Malaysia. (IR 173)

Know-how, equipment asked by Philippine canning firm

A Philippine fruit and vegetable canning establishment proposes to expand its current operations and is interested in a joint venture and/or licensing arrangement with an American food canner.

The local firm seeks technical assistance, some capital equipment and possibly the use of a U.S. brand name in exchange for royalties and stock or other equity desired by the investor.

For further information and a feasibility study prepared for the Manila canning firm by the Industrial Development Center of the Philippine Government write to the Bureau of International Commerce, Office of International Investment, File 3-2033-5-B, Department of Commerce, Washington, D.C. 20230.

Wool suiting manufacturer in Belgium plans to expand

A Belgian manufacturer of woolen fabrics for men's suits has a plant near Ghent. The firm seeks capital and technical know-how in order to increase its production capacity.

For further information, write to Van Deputte & Baudts, S.P.R.L., 15 Dullaert, Eekloo, Belgium.

Cosmetic making interests firm in Singapore

Good market prospects; license and joint venture are sought

A firm of analytical chemists in Singapore is interested in entering a licensing arrangement and joint venture with an American firm to manufacture cosmetics. Established in 1955, the firm has been making chemical products and hair shampoo on a small scale.

The Asian firm prefers a tie-up with a U.S. firm whose products have already been introduced on the Singapore and Malaysian markets.

The demand for hairdressing cosmetics—especially "creme" shampoo, cold-wave solutions and neutralizers—lipstick and cold cream is increasing in the area and prospects seem good.

Site for factory

The firm has already obtained a factory site in one of the Singapore Government's newly established industrial areas. General laboratory equipment is available locally, but specialized equipment would have to be imported.

Oil of the illipenuts, one of the essential ingredients used to manufacture the cosmetics in which the firm is primarily interested, is in plentiful local supply, Sarawak being the world's main supplier. Other raw materials are readily available.

U.S. firms interested in obtaining additional information about this investment opportunity should write to the Analytical Laboratories, Ltd., 30-B Church St., Singapore 1, Malaysia.

Additional information can be obtained from the following Department of Commerce publication:

Basic Data on the Economy of Singapore. OBR 63-23. 14 pp. March 1963.

Overseas output by U.S.-owned firms topped $28 billion in '62; $4.9 billion investment seen in '63

Foreign production by U.S. firms up $10 billion in 6 years; more than 80% of overseas output sold within host country; chemical firms show largest projected investment increases

Production of goods by U.S.-controlled manufacturing firms in foreign countries reached $28 billion in 1962, a $2.5 billion rise over the 1961 amount, according to the latest annual survey by the Commerce Department's Office of Business Economics.

Foreign production by U.S. manufacturing firms has increased by $10 billion since 1957, when these figures were first collected by the Department.

Sales in Europe accounted for $1.1 billion of the 1961-62 rise, with the increase spread rather evenly over several lines of manufacturing. Strong advances were reported in Germany, France, Italy and the United Kingdom.

For Canada the companies reported a marked upturn reflecting a broad expansion of the Canadian economy, after a relatively slow rate of increase in the 1959-61 period. Gains were largest in the automotive products group.

Sales in Latin America continued to grow with chemical production up by a considerable amount. Substantially expanded sales were reported for Brazil and Mexico, but sales in Argentina lagged, reflecting generally depressed conditions in that country in 1962.

Rest of world

Most of the increase in manufacturing sales in the rest of the world was concentrated in Australia, with smaller increases in Japan and the Republic of South Africa.

Sales of transportation equipment (mainly automobiles) from foreign plants of U.S. companies rose by over 10% in 1962 to $6.7 billion. Increases were scored in all major areas.

Other commodity groups showing significant sales increases were chemicals (to $4.4 billion), machinery (to $5.9 billion), and rubber products (to $1.4 billion).

Over 80% of the output from the foreign manufacturing plants in 1962 was sold in the domestic markets of the countries where the plants were located. Out of total foreign sales of $28.1 billion, about $1.4 billion came to the U.S. and $3.2 billion were exported from the producing countries to other foreign countries.

Most sales to the U.S. originate in Canada, and consist primarily of such traditional items as paper and other wood products, chemicals and metals. Imports from the European plants amounted to $175 million, mainly chemicals and nonelectrical machinery. For Latin America and other countries food products were the only sizable manufactured export to the U.S.

Since 1957 the increase in exports from U.S.-controlled plants abroad to the U.S. was only about $250 million, and this was almost entirely from Canadian plants. However, there was an increase of about $1.5 billion in export sales to other foreign countries, of which $1.1 billion was reported for European countries and about $0.3 billion for Latin America, mainly in foodstuffs.

The same issue of the Survey of Current Business also reported that U.S. industrial firms operating abroad expect their 1963 expenditures for property, plant and equipment used in foreign operations to aggregate $4.9 billion. Company projections for 1964 indicate a continued high rate of growth, with somewhat smaller outlays than in 1963.

Plants expand

Fixed capital expenditures by U.S.-controlled foreign manufacturing companies are projected at a record rate of more than $2 billion for 1963. Such expenditures by European affiliates appear to be leveling off at nearly $1 billion annually, two-thirds of which is accounted for by the United Kingdom and Germany. Outlays in Canada, Latin America, Australia, and a few countries in Asia appear to be rising.

Of the major product groups, the chemical producers show the greatest increases in capital spending—to an annual rate of $460 million. Outlays by producers of other manufactured goods are currently near or below the 1962 levels. Capital investments in the transportation equipment industry still account for the largest slice with $1.5 billion annually, although completion of major expansions in Europe leaves the industry's 1963 total below 1962 levels.

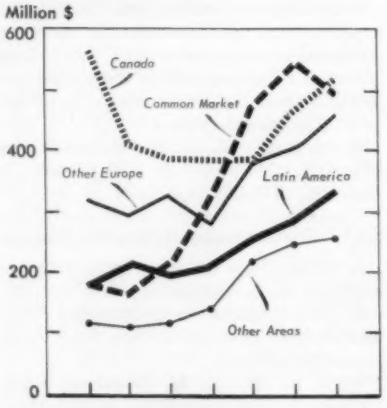
Petroleum outlays

Oil companies report spending for foreign plant and equipment at $2 billion for 1963, not counting $0.4 billion of exploration and development expenditures charged against income. Expenditures are projected at $1.7 billion for 1964, close to the 1958-62 average.

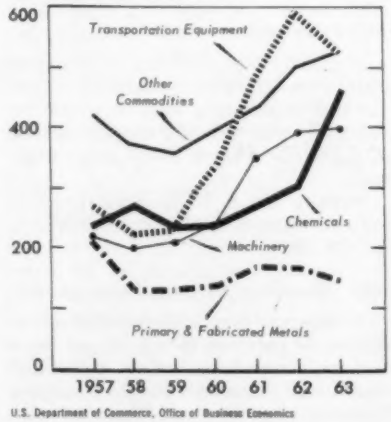
Most of these investments are being made in the Eastern Hemisphere, reflecting the continued expansion of refining

CAPITAL EXPENDITURES ABROAD BY U.S. MANUFACTURING COMPANIES

- **Outlays Are Projected to Rise in Most Areas**
- **Planned Common Market Expenditures Dip From High Level**



Chemicals Show Strong Growth



U.S. Department of Commerce, Office of Business Economics

capacity and marketing facilities in Europe and the Far East. Expenditures are also heavy for new producing fields in North Africa and for exploration activities from the North Sea to Australia.

Projects completed

Projected capital expenditures of mining companies in Canada are dropping sharply in 1963 and 1964 as major mining projects have either been completed or are nearly complete. In Latin America and elsewhere little change is foreseen in the 1963-64 period.

Plant and equipment expenditures in trade and distribution are continuing the rising trend observed in earlier years with most being made in, or projected for, Europe. No significant changes are reported in other industries.

Sources of financing

The financing of the capital requirements of foreign units of American companies shows an increasing shift to non-U.S. sources. In the major producing industries (manufacturing, petroleum and mining) only 16% of the financing required in 1962 was directly provided by U.S. parent companies and other U.S. sources—by far the lowest proportion since the collection of these data began in 1957.

About 60% of financing needs were supplied from internal sources of the foreign enterprises, primarily earnings and depreciation charges, and about 25% from external capital sources abroad.

The OBE analysis of external foreign financing as revealed in this survey shows that borrowing from foreign financial insituations and through equity securities placed abroad each accounted for about $\$¼$ billion, while other increases in foreign liabilities—representing trade credits, tax accruals and other liabilities as well as long-term debt sold to the public —accounted for $0.8 billion.

Internal sources, representing funds generated by net earnings and depreciation charges, were considerably larger in 1962, accounting for about $3.5 billion of total financing.

Funds coming from the U.S. were reduced to $0.9 billion in 1962, compared to $1.25 billion in the previous year. This decreased dependence on U.S. capital was largely attributable to oil company operations.

The *Survey of Current Business* is available from Field Offices of the U.S. Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at an annual subscription price of $4, including weekly supplements; single copy 30 cents.

Aluminum product, textile or jewelry licenses asked

Three manufacturers in New Zealand are looking for licenses from U.S. firms in order to make aluminum doors and windows, elasticized textile bands and gold rings and lockets.

- Licensing arrangements sought for the production of aluminum frame windows and good quality sliding doors and shower enclosures. Plastic and Fibre Glass Co., Ltd., P.O. Box 363, Hamilton, New Zealand.
- Producer of men's sports trousers and women's skirts, suits and slacks seeks licensing rights to make a 3-inch wide, elasticized textile band for men's and boy's trousers.

The band should have a nonelastic cotton or linen woven band somewhat heavier than the remaining 2-inch portion on the inside. House of Don Abernethy, Ltd., P.O. Box 7512, Wellington, New Zealand.

- Manufacturer of engagement rings seeks license to produce dress and cocktail rings, lockets and charms in precious metals such as gold using precious and semiprecious stones. Alan J. Sweeney, Ltd., 4 Putiki Street, Auckland, New Zealand.

Tanner in Chile plans to expand

Project calls for $80,000 and purchase of special equipment

Equipment and working capital are needed for an established Chilean tannery located halfway between Santiago and Valparaiso.

The tannery owner and operator plans to expand his operations and offers U.S. firms an opportunity for a joint venture or for a capital investment. He has owned and operated this business since 1955.

An estimated $30,000 is required to purchase leather-drying equipment, possibly in the United States, and complementary machinery manufactured locally. In addition, $50,000 is required for working capital to meet the demands of expanded operations.

Good market

The plant's capacity of 1,800 hides a month is only about 1% of domestic production. With the acquisition of leather-drying equipment and complementary machinery, the owner believes that production could be easily and economically increased to around 2,500 or 3,000 hides a month or about 3% of domestic production.

The market for leather is good and sales prospects are promising, the proprietor says.

For further information and a detailed study (in Spanish) of the feasibility of this venture, including costs of production, sales potential and profits, write to the Bureau of International Commerce, Office of International Investment, File 2-3111-1-B, Department of Commerce, Washington, D.C. 20230.

Development of instant tea opens in India

An Indian agricultural and industrial establishment invites a qualified U.S. firm to participate in a joint venture. The proposed project calls for development of a process to produce instant tea from fermented green tea, as distinguished from instant tea produced from black tea.

The Indian company owns nearly 8,000 acres of tea plantations in the State of Assam and 361 acres in West Bengal, among others. These lands could provide a substantial part of the raw material required. In addition, the firm also owns and operates a chemical and fertilizer plant and three plywood factories.

The American participant would be expected to contribute the machinery and equipment as well as know-how and supervision on terms to be mutually agreed upon.

Because the market for instant tea in India would probably be extremely thin for a number of years, it is anticipated that virtually all of the production scheduled for the projected plant would have to be exported and marketed through the facilities of the U.S. collaborator.

Instant tea is not produced in India at the present time, but it is reported that another Indian firm proposes to do so in South India in collaboration with a British firm some time in the future.

For additional information, write Bureau of International Commerce, Office of International Investment, File 4-2099-1-G, Department of Commerce, Washington, D.C. 20230.

Vietnam seeks bids for two factories

The Societe Financiers Pour le Development de l'Industrie au Viet-Nam (Sofidiv), 3 Vo-di-Nguy, Saigon, Vietnam, seeks bids for a complete factory to produce steel and galvanized tubes in ⅜ in. to 4 in. dia., and a complete factory for the production of galvanized iron sheets and tin plate from block steel sheets in rolls.

Suppliers are requested to submit offers by December 31 for all machinery and equipment and must assume responsibility, under bond, for up to 24 months of production. Although these solicitations are taking place at a relatively early stage in Vietnamese planning, offers are expected to be as complete and detailed as possible. Firms wishing to enter into direct preliminary discussion with Sofidiv, however, are encouraged to do so.

Sofidiv is a government-supported financial consortium for the development of industry in Vietnam. Its capital of VN$200 million (the equivalent of US$3⅓ million) comes entirely from the Vietnamese Government and is to be used as equity investment in new industrial ventures.

Although Sofidiv appears to have all the necessary capital for these projects, equity participation of from 20% to 33% might be approved upon the insistence of the supplier of the equipment.

Sofidiv is also interested in discussing technical assistance in the establishment and operation of these plants, and whether bidding or not on the supply of this equipment, firms which are interested in rendering technical assistance are invited to write to Sofidiv for further information.

Copies of specifications and bidding conditions for each plant are available to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Rm. 4210, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-5652).

Tenders opened by NATO for paper, stationery

Two tenders have been opened by the International Secretariat of the North Atlantic Treaty Organization under the International Competitive Bidding Procedure.

Bid No. 1964/1 calls for the supply of various quantities of duplicating offset typewriter paper and card stock.

Bid No. 1964/2 is divided into two lots: lot No. 1, envelopes of various sizes and quantities; lot No. 2, bag-type envelopes of various sizes and quantities.

Interested U.S. firms qualified to participate in the NATO Infrastructure Competitive Bidding Program should submit their bids drafted either in English or French, prior to November 30, to the Director of Administration and Personnel—NATO—Place du Marechal de Lattre de Tassigny, Paris, XVIeme—France.

Copies of the bids including specifications, sizes and quantities required and bidding instructions are available on 5 day loan by writing or calling the Commodity Export Promotion Staff, Trade Opportunities Unit, (Attn: R.C. Parker), BDSA, Department of Commerce, Washington, D.C., 20230.

Firms not already certified to participate in NATO International Competitive Bidding Program should send a resume of their qualifications to the Commodity Export Promotion Staff. A brochure on the NATO bidding program is available also from the Staff.

Iraq issues tender for radio equipment

The Central Foreign Purchasing Board of Baghdad, Iraq, has issued tender No. 41/63 calling for the supply of 9 fixed VHF F/M radio telephone stations, with a power output of not less than 25 watts, one fixed station with a power output of not less than 250 watts, and 15 mobile units of not less than 15 watts.

This equipment is for the directorate General of Police, Baghdad, and must be capable of 6-channel operation in the frequency range of 68 mc to 132 mc.

Bid deadline for this tender is December 15. Copies of the terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of ID.2 ($5.60) per copy, plus $0.70 to cover air mailing to the U.S.

Copies of the documents are available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4036).

Nicaraguan firm wants bids on pipes, valves

The Managua Water Co., Guerrero Pineda Bldg., 7a Calle y 2a Ave., Managua, Nicaragua, has announced that bids may now be submitted for pipes and valves.

Contract 1A calls for 3,100 meters of 24 in. iron pipe and accessories delivered in Managua, and contract 1B calls for four 16 in. by 24 in. butterfly valves, fifteen 6 in. by 12 in. curtain valves, and seven cut sleeves (camisas partidos) and valves delivered in Managua. Bids may be submitted on either or both contracts.

Specifications may be obtained from the office of Hazen and Sawyer, 360 Lexington Ave., New York, N.Y., and from the Managua Water Co. against payment of $10 per copy, until 9 a.m., November 20.

Syrian Government needs ammonia producing unit

SARG, Minister of Industry, General Authority for Executing Industrial Projects, Damascus, Syria, requests bids for the procurement and installation of a complete unit producing 150 tons of ammonia daily.

The bid deadline is February 15.

Specifications are available from the Ministry against payment of 200 Syrian pounds (about $55).

Cyprus desires equipment for Haraklis sub-station

The Electricity Authority of Cyprus seeks bids for the supply and erection of equipment to be installed in the Haraklis Sub-Station in Cyprus.

Tender reference 787/10140/63 includes two 15 mva, 66/11 kv. on load tap change transformers and one 75 kva 11,000/433 volt transformer; eight 66 kv. 3 phase 500 mva outdoor circuit breakers and associated equipment; 11 kv., 250 mva switchgear consisting of eight circuit breaker panels and three oil fuse panels; a four panel low voltage switchboard and power and control cables.

The bid deadline is December 21.

Tender documents may be obtained from the Electricity Authority of Cyprus, P.O. box 449, Photiou Staurou Pitta, Nicosia, Cyprus, upon receipt of $56.25 for a set of four documents.

A precis of the extent of the contract is available from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4242).

Supplies sought by French firm

The American Overseas Supply Co., an importer and dealer located at 1 Rue Lord Byron, Paris 8e, France, seeks agency connections for various types of equipment and supplies for restaurants, kitchens, snack bars and self-service establishments.

Interest has been indicated in such items as built-in refrigeration cabinets; electric cookers, bakers, ranges; cast-iron, tin, and stainless steel cooking utensils; commercial cooking equipment parts and attachments, electric; metal or wood serving tables; taborets; machine-made glass tableware; plastic, earthen, porcelain tableware, commercial types; electro-silver plated and stainless steel flatware, hotel patterns.

The firm is also interested in food lines for the Common Market. It sells to U.S. Army and Air Force installations in Europe, as well as to PXs and commissaries.

Deadline extended by UAR for plastic plant bids

The General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, U.A.R., has announced that the bid deadline for the installation of a complete plant for the manufacture of plastic sacks has been extended from November 23 until December 28. (INTERNATIONAL COMMERCE, September 30, p. 48).

The plant should produce sacks from soft p.v.c. and it should have an initial production of 2,500 sacks per hr. and 20 million sacks per yr. of 8,000 working hrs.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-5589).

Bids sought by UAR for transformer stations

The General Organization for Executing the Five-Year Industrial Plan, Cairo, U.A.R., invites bids for the supply of equipment and the erection of one switching and ten transformer stations needed for the operation of texile mills in Algeria.

Tender No. 9/64 includes a switching station to be designed for a capacity of 7500 kva, 10.5 kv and ten transformer stations requiring nine 750 kva transformers, two 500 kva transformers and one 200 kva transformer.

The bid deadline for this equipment is November 25.

Tenders should be submitted to The General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, U.A.R.

A copy of specifications and tender conditions is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4242).

Power boiler tenders requested by Australia

The State Electricity Commission of Queensland, Australia, is inviting bids for the supply, erection, putting into service and maintenance of two 300,000 lbs. per hour boilers with related pulverized fuel firing equipment, draft plant, dust collecting equipment, to be installed at the Collinsville Power Station.

Each boiler should be capable of operating at 625 p.s.i. and 865° F.

Tenders must be received by the State Electricity Commission of Queensland, 447 Gregory Terrace, Brisbane, Qld., Australia, no later than 3 p.m., March 11, 1964.

Specifications are available at the above address upon payment of $280.00 for three copies. A copy of the specification is also available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4242).

Bridge bearings needed for German corporation

Strabag Bau-AG, Hochtief AG, F.C. Trapp Road Construction Liberia, Koeln-Deutz/Germany, wants to buy 70 each of fixed and expansion bridge bearings.

Urgent replies from manufacturers with price quotations fob U.S. ports, cif Monrovia, Greenville/Liberia; approximate date of delivery are requested.

In accordance with the information received, the above firm desires the type bearings shown as alternate on sheet No. 2 of the Standard Plans for Highway Bridges—Volume I, Concrete Superstructures, published by the Bureau of Public Roads. This document may be purchased from the Government Printing Office, Washington, D.C.

For details, contact the above named firms at 120 Siegburger Strasse, 5 Koeln-Deutz/Germany.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farm Products

PORTUGAL—Oats, barley, corn, sorghum, bran, sulphurated seed oil residues, soys, linseed, peanut, sunflower, cocoa and rapeseed cake, bone and blood meal, fish meal, yeast and distilled dried solubles, brewers' dried solubles, corn gluten meal, cakes. Fabricas Mendes Godinho, S.A.R.L., (importer, retailer, wholesaler, exporter, manufacturer), rua Particular a Rua Torres Pinheiro, Tomar. WTD 10/14/63.

121 Bituminous Coal

● **VIETNAM**—Fat coal, 2,000 mt. for governmental services and organizations. Invitation No. 1016-10103; bid deadline November 20. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. (Telephone: 202—WO 7-2421).★

149 Nonmetallic Minerals

AUSTRALIA—Semi-precious stones such as agates, polished or unpolished, not found in Australia. Mr. M.A. Heyworth, Heyworth & Sons, Pty., Ltd., (importer, distributor), 28 Collingwood St., Drummoyne, NSW. WTD 6/28/63.

200 Food

ENGLAND—Packaged foods, also meats and seafood products for sale in Channel Islands. Direct purchase and agency. Mores Good Meats, Linden Lee, Clos de L'Atlantique, La Moye, St. Brelade, Jersey, Channel Islands. WTD 10/2/63.

HONG KONG—Packaged foodstuffs of any kind, also frozen foods; desires supplies under a single brand name; requests replies from manufacturers only. Frederick Pordes & Co., Ltd., (importer, exporter), 209/210 Gloucester Bldg., P.O. box 596, Hong Kong. WTD 2/16/62.

201 Meat Products

FRANCE—Frozen meats (beef, veal, pork, mutton, poultry), offals, and slaughter-house by-products, including boneless cuts, tongues, kidneys, brains, frozen pork liver, and others.

Also frozen game and game birds, primarily skinned frozen hares. Direct purchase and agency. Etablissements A. Gré & Cie., (wholesaler), 15 Cours du Chapeau-Rouge, Bordeaux, Gironde. WTD 10/24/63.

GERMANY—Dressed lamb pelts for paint rollers. Wilhelm Fleissner K.G., (manufacturer, importer, exporter), 711 Oehringen, Daimlerstrasse 2. WTD 10/22/63.

Frozen poultry and corned beef; importer, wholesaler, manufacturer's representative requests replies from manufacturers only, with price quotations cif European ports. E. Kurzwa & Co., 23 Am Wehrhahn, 4 Duesseldorf. WTD 9/20/63.

LIBYA—Canned and frozen meat, chicken, turkey; requests catalogs and price quotations cif Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

TRINIDAD—All types of meat products especially sausages for hot dogs. Direct purchase and agency. Thomas & Sons, Ltd., 35 Marine Sq., Port of Spain. WTD 10/7/63.

202 Dairy Products

TRINIDAD—Powdered milk; requests replies from manufacturers only. Direct purchase and agency. Thomas & Sons, Ltd., 35 Marine Sq., Port of Spain. WTD 10/7/63.

203 Canning, Preserving Foods

GERMANY—Canned asparagus, pineapples, peaches; importer, wholesaler, manufacturer's representative requests replies from manufacturers only with price quotations cif European ports. E. Kurzwa & Co., 23 Am Wehrhahn, 4 Duesseldorf. WTD 9/20/63.

Selected luxury foods, such as hearts of artichokes, truffles, cocktail shrimps, sardines; importing distributor requests replies in German from manufacturers only, with price quotations cif European ports. Theodor Kattus, 4 Hummelsbeek, 4032 Lintorf Bez. Duesseldorf. WTD 9/20/63.

GIBRALTAR—Canned fruits. Vennan Trading Agencies, (commission merchant, importer, wholesaler, retailer), 142 Main St., Gibraltar. Telegrams: VENNAN, Gibraltar. WTD 10/22/63.

JORDAN—Canned or preserved fruits, vegetables; requests replies from canners or preservers. Judeh Siwady & Sons, (importer, wholesaler, manufacturer), P.O. box 411, Amman.

LIBYA—Canned fruits, vegetables, jams, jellies; frozen fruits, vegetables, seafood; requests catalogs and price quotations cif Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

SWEDEN—Processed and canned foods. Apotekarnes Droghandel AB, (wholesaler), P.O. box 49, Göteborg 1. WTD 12/17/62.

TRINIDAD—All types of canned fruits and vegetables. Requests replies from manufacturers with a view to establishing agency arrangements. Direct purchase and agency. Thomas & Sons, Ltd., 35 Marine Sq., Port of Spain. WTD 10/7/63.

204 Grain Mill Products

JORDAN—Grain mill products; requests replies from manufacturers only. Judeh Siwady & Sons, (importer, wholesaler, manufacturer), P.O. box 411, Amman.

LIBYA—Dry and cooked cereal packed for retail; requests catalogs and price quotations cif Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

205 Bakery Products

JORDAN—Bakery products; requests replies from manufacturers only. Judeh Siwady & Sons, (importer, wholesaler, manufacturer), P.O. box 411, Amman.

LIBYA—Cake mixes; pancake, waffle mixes, crackers or biscuits for infants; requests catalogs and price quotations Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

207 Confectionery

LIBYA—Chocolate and other candy products packaged for retail; requests catalogs and price quotations cif Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

NETHERLANDS—Confectionery, including chocolates, candy, biscuits, cookies. Direct purchase and agency. Export Centrale van Voedingsproducten Cosmo, (importer, exporter, agent), 58 Oostzeedijk, P.O. box 4017, Rotterdam. WTD 10/22/63.

209 Food Preparations

GREECE—Coffee products (ground, powdered and decaffeinated); especially coffee beans for manufacture of "Turkish coffee" and ground "Turkish coffee". Requests inquiries from processors only with competitive price quotations cif Piraeus. Direct purchase and agency. "Karolos Fix" S.A., (manufacturer, wholesaler, exporter, importer), 53 Syngrou Ave., Athens. WTD 9/12/63.

LIBYA—Baby food: cereals, meats, vegetables, fruits; requests catalogs and price quotations cif Benghazi. M. Mustafa Sheibani Co., (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

TRINIDAD—Ingredients for making ice-cream and confectionery; tomato ketchup. Importer, manufacturers' representative requests replies from manufacturers with a view to establish agency arrangements. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

212 Cigars

JORDAN—Cigars; requests replies from manufacturers only. Judeh Siwady & Sons, (importer, wholesaler, manufacturer), P.O. box 411, Amman.

220 Textile Mill Products

ENGLAND—Textile piece goods: men's wear fabrics for suitings, trousers, lining, in cotton, dacron and mixtures; fancy fabrics for ladies' wear such as jacquards, yarn dyed fabrics; nylon sheers and prints; warp knitted fabrics in cotton or synthetics, yarn dyed; demins for industrial overalls. Direct purchase and agency. Leslie P. Crow and Co., (sales agent), 9/10 Foster Lane, London, E.C.2. WTD 9/17/63.

GERMANY—Special plush fabrics such as dynel, mohair, for paint rollers. Wilhelm Fleissner K.G., (manufacturer, importer, exporter), 711 Oehringen, Daimlerstrasse 2. WTD 10/22/63.

HONG KONG—Dress fabrics of silk, rayon, cotton, nylon, woolen, brocade; requests replies from manufacturers only. The Mercantile Agency H.K., (manufacturers' representative), P.O. box 1979, Hong Kong.

IRAQ—Cotton, woolen and synthetic fiber piece goods; requests replies from manufacturers only. Direct purchase and agency. Noel Namo, (importer, wholesaler, sales agent), Hashimi Building, Mustansir St., Baghdad. WTD 3/5/63.

NEW ZEALAND—Light weight worsted and dacron suitings; plain and printed dress cottons; dacrons and other synthetics; furnishing fabrics; upholstery coverings; men's plain and fancy trouserings in cotton and cotton/dacron blends; U.S. bed ticking in cotton and art silks in stripes, damasks, prints and fancy designs which are used in the bedding trade. Direct purchase and agency. Mr. Kennedy and Mr. Holmes, Johnson and Archer, Ltd., (manufacturers' representative), 139 Albert St. or P.O. box 5024, Auckland, C.1. WTD 10/3/62.

221 Broad Woven Fabric Mills, Cotton

ETHIOPIA—Blankets and sheets (chiefly cotton). Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

FRANCE—Cottonades. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis, (manufacturer), 33 rue Beauregard, Paris 2e. WTD 8/30/63.

NEW ZEALAND—Top form synthetic fibers. Direct purchase and agency. Mr. H.G. Townshend, Buckley and Young, Ltd., P.O. box 5641, Auckland, C.1. WTD 11/21/62.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

AUSTRALIA—Dacron, or other synthetic, voile for curtaining. Plain and/or embroidered; up to 10,000 yd. per month. Any widths, but 60 in. and over preferred; requests prices fob, shipping port; prices and samples on glass fibre, cotton curtaining materials. Mr. M.C. de Jong, Zealandia, Pty., Ltd., (importer), 10 Martin Pl., Sydney, N.S.W.

224 Narrow Fabrics

FRANCE—Cotton shoe laces; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent) 14 rue Henri Moreau, Asnieres (Seine).

Cotton shoe laces; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine Loire).

225 Knitwear

PHILIPPINES—Men's knitwear, all kinds. Direct purchase and agency. Filidian Bazar, (Hemandas & Co.), (importer, retailer, wholesaler), 135-137 San Pedro St., Davao City. WTD 8/14/63.

TRINIDAD—Printed tricot suitable for the lingerie trade; requests replies from manufacturers. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

228 Yarn, Thread Mills, Products

● **BURMA**—Nylon yarn, 20 to 60 denier, various types, quantity 131,346 lb.; viscose

rayon yarn, 75 to 150 denier, various types, quantity 18,747 lb.; polynosic yarn, count 30/1 to 60/1, regular dull, quantity 128,019 lb.; spun rayon yarn, count 20/1 to 40/1, various types, quantity 91,880 lb.; mixed or blended yarn, count 20/1 to 60/1, quantity 61,705 lb.; metallic yarn, 1/69″ and 1/100″, silver and gold, quantity 226 lb.; perlon yarn, count 40/9, extra dull, quantity 2,000 lb. Tender No. 109 Pa/3/63, bid deadline November 22. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: 202—WOrth 2-4294).

CEYLON—Yarn: staple viscose bright, 25 S. cotton count, 16 'Z' twist per inch; cuprammonium dull, 75 denier, 50 'Z' twist per in.; staple viscose dull, 25 S. cotton count, 15 'Z' and 19 'Z' twist per in.; viscose dull, 75 denier, 60 'Z' and 'S'; viscose bright, 90 denier, 45 'Z' and 'S'; viscose dull, 100, 115 and 125 denier, 2.5 twist per inch; viscose bright, 100, 115, 120 and 125 denier, 2.5 twist per in.; cuprammonium bright, 75 denier, 2.5 twist per in.; nylon semi-dull, pale blue dyed, 80 denier, 10 'S'; nylon bright and semi-dull, 15 denier, monofilament; nylon semi-dull, 30 denier, 13 'S'; nylon twinkle bright, 20 denier, monofilament; nylon semi-dull, 50 denier, 6 'S'; polyester semi-dull, 80 denier, 10 'S'; acetate crystal bright, 150 denier, 8 'S'. Jafferjee Brothers, (importing distributor, manufacturer), P.O. box 1180, Colombo. WTD 8/3/62.

FRANCE—Hemp, linen thread for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine & Loire).

■ **TURKEY**—Nylon yarns, 60 and 70 deniers, 18 fila., semi-dull or dull on cones; rayon yarns 100 and 75 deniers, 40 fila., bright or dull on cones or in hanks, Import license No. 002147, approx. $5,000; same, IL#002150, $7,300; same, IL.#002146, $49,200; same, IL.#002148, $69,000. Loan No. 277-H-043. U.S. source. Quotation date December 2. Edmont Benkohen ve Salim Hassuni Ort., Asirefendi Caddesi, Gurun Han No. 125, Istanbul, Cable: KOHASON, Istanbul. SBC-441.

229 Textile Goods

FRANCE—Circular plastic nettings (netlon plastic polyethylene) for packaging sausages, salamis. Requests replies in French, with price quotations, from manufacturers only. Direct purchase and agency. Samples available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675). Establissements Albrand (importer, manufacturer's representative), 26 Blvd. de la Pyramide, Vienne, Isère. WTD 10/18/63.

Threads for use in the shoe industry; hemp, linen. Requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

NEW ZEALAND—Foam rubber outer fabrics for rainwear: new types. Direct purchase and agency. Mr. Marquet, Sargood, Son and Ewen, Ltd., (wholesale distributor, importer), P.O. box 5447, Auckland.

PAKISTAN—Remnant piece goods. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

230 Apparel

ETHIOPIA—Women's; girl's ready-made clothing, underwear, stockings. Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

GERMANY—Wide variety of readymade clothing for men, women, children. Textil-Kontor Wilhelm Jendges, (wholesaler, importer, agent), 7 Stuttgart-Bad Cannstatt, Mercedesstrasse 19. WTD 10/22/63.

JAPAN—Lingeries, all types and fabrics. Direct purchase and agency. Haraox, Inc., (importer), 274 Nukuicho, Nerima-ku, Tokyo.

232 Men's, Boys', Youths' Furnishings

ENGLAND—Ready-to-wear clothing of all kinds, both outer and under wear. Medium to lower price range. Direct purchase. Jeremiah Rotherham and Co., Ltd., (wholesaler), Anlaby House, High St., Shoreditch, London, E.1. WTD 9/18/63.

ETHIOPIA—Men's and boy's ready-made clothing, underwear, stockings. Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

233 Women's, Misses', Juniors' Outerwear

ENGLAND—Ready-to-wear outer clothing of all kinds. Medium to lower price range. Direct purchase. Jeremiah Rotherham and Co., Ltd., (wholesaler), Anlaby House, High St., Shoreditch, London, E.1. WTD 9/18/63.

SWEDEN—Bathing suits, woven, women's and juniors'; requests replies from manufacturers only. Direct purchase and agency. Nya AB, (importer, wholesaler, sales agent), Storgatan 1, Flen. WTD 9/24/62.

TRINIDAD—Women's misses', juniors' summer dresses; requests price per dozen from manufacturers only. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

234 Women's, Misses', Juniors' Underwear

ENGLAND—Ready-to-wear underclothing of all kinds. Medium to lower price range. Direct purchase. Jeremiah Rotherham and Co., Ltd., Anlaby House, High St., Shoreditch, London, E.1. WTD 9/18/63.

235 Hats, Caps, Millinery

ETHIOPIA—Men's hats. Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

238 Apparel, Accessories

SWEDEN—Robes, women's and juniors'; requests replies from manufacturers only. Direct purchase and agency. Nya AB, (importer, wholesaler, sales agent), Storgatan 1, Flen. WTD 9/24/62.

239 Fabricated Textile Products

TRINIDAD—Cotton sheets, pillow cases, towels; requests replies from manufacturers only. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

242 Sawmill and Planing Mills

■ **KOREA**—Lumber, Douglas fir and/or WC hemlock and/or Sitka spruce and/or white fir and/or western red cedar and/or Port Orford cedar No. 2 merchantable and/or better, allowing No. 3 grade, 12 x 12 in. and/or larger, length 12 ft. and/or longer. Delivery c&f or cif Pusan and/or Inchon, on all U.S. flag vessel. Shipment must be affected on or before December 31. Quotations accepted until November 22. Item No. 2, Reference No. FFO-SAI-3-647A, 700,000 BF; No. 3, FFO-SAI-3-646A, 600,000 BF; No. 17, FFO-SAI-3-622A, 250,000 BF; No. 18, FFO-SAI-3-623A, 900,000 BF. Buyers, Dai Kwang Lumber Co., Ltd., 181 Shindang-Dong, Sungdong-Ku, Seoul; Dong Wha Enterprise Co., Ltd., 966 Hawangshimri-Dong, Sungdong-Ku, Seoul; Keunyang Saw Mill, #68-26 Jachun-Dong, Dong-Ku, Pusan; Wang Ja Lumber Co., #269 Bujuen-Dong, Busanjin-Ku, Pusan. PA#489-570-000-356-3205. U.S. source. SBC-437.

■ Lumber-Douglas fir, W. C. hemlock, white fir, S. spruce, western red cedar, Port Orford cedar No. 1 or No. 2, merchantable grade, allowing No. 2 or No. 3 common grade, 12″ x 12″ or larger x 12′ up. Delivery c&f/cif Pusan, Inchon Ports, fas, fob U.S. ports by U.S. or non-U.S. flag vessels. (All and/or). Reference No. FFO-SAI-3-621A. Quotations desired by November 21. Quantity approx. 2,000 mbf. PA No. 489-570-000-356-3205. U.S. source. Jung Sin Sawmill, No. 127 San-Dong, Taegu.

■ Lumber, Douglas fir, WC hemlock, Sitka spruce, white fir, western red cedar, Port Orford cedar No. 2, merchantable or better, allowing No. 3 grade, 12 x 12 in., larger, length 12 ft. or longer, delivery c&f or cif Pusan or Inchon, (all and/or). All U.S. flag vessel. Shipment to be affected on or before December 31. Quotations acceptable until November 22. Item No. 9, Reference No. FFO-SAI-3-631A, 400,000 BF; Shin Jin Timber Co., #66 Kwan Chull-Dong, Chongro-Ku, Seoul; Item 11, FFO-SAI-3-633A, 350,000 BF, Cheil Wool Textile, Inc., Co., Ltd., #105 Chimsan-Dong, Taegu. PA No. 489-570-000-356-3205. U.S. source. SBC-437.

■ Lumber, Douglas fir, WC hemlock, Sitka spruce, white fir, west red cedar, Port Orford Cedar No. 3 and better, 12″ x 12″, 12 ft. or longer, delivery c&f, cif, fas, fob on all U.S. tramp/commercial liner. (All and/or). Shipment to be effected on or before December 31. Quotations accepted until November 25. Ref. No. FFO-SAI-3-632A. Quantity 2,000,000 B/F. PA No. 498-570-000-356-3205. U.S. source. Kwang Myung Lumber Co., Ltd., 428 Bumil-Dong, Dong-Ku, Pusan.

■ Lumber, Douglas fir, WC hemlock, white fir, s. spruce, western red cedar No. 2 merchantable or better, allowing No. 3 common grade, 12 x 12 inches or larger, 12′ or longer. Delivery c&f Pusan or cif Inchon, FAS U.S. port. (All and/or). Ref. No. FFO-SAI-3-604A. Quotations desired by November 25. Approx. 590,000 B/F. PA No. 489-570-000-356-3205. U.S. source. Nam Sun Lumber Co., Ltd., 55. 3-ka Ulchiro, Choong-Ku, Seoul. SBC-437.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

ITALY—Prefabricated houses—primarily high quality summer cottage type; requests catalogs and brochures and replies in Italian. Direct purchase and agency. M.I.T.O.L.O., (manufacturers' representative), 163 via Melo, Bari. WTD 10/17/63.

249 Wood Products

FRANCE—Shoe forms and fitting; lasts; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire, (Maine & Loire).

Shoe lasts, forms, fittings for the shoe industry; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

● **SUDAN**—Creosoted pine poles, 200 pcs. 28 ft. long. Tender P&T/STORES/15-6-3 (Contract No. 165), closing 1200 hr. November 25. Comptroller, Stores and Workshops, Dept. of Posts and Telegraphs, Light Industrial Area. Khartoum S.★ (Telephone: 202-WO 7-3359 or 3365).

261 Pulp Mills, Products

FRANCE—Paper pulp. Direct purchase and agency. Societe de Matieres Premieres pour Papeteries—Macarpa, (importer, dealer), 4 rue de la Bourse, Paris 2e.

262 Paper Mills, Products

● **IRAN**—Colored paper: 100 tons blue, 300 tons red and 200 tons yellow; 110 gr. per sq. m., in bobbins, 492,589 and 492 mm. wide. Quality, color and packing in accordance with specifications and samples. Deadline for sealed bids December 20. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

■ **TURKEY**—Unglazed, unbleached, pure multiwall kraft sack paper in rolls of dia. about 100 cm., cores about 7.5 cm., width 102 cm., wgt., 200 tons of paper to be purchased will be about 90 gr. m2, 525 tons of 70 gr. m2. Should match U.S. Specification S-48 C or the Bate's Spec. for kraft sack paper. Delivery as soon as possible, prices fas U.S. port or fob European port, c.f. Istanbul for mt.; samples 100 x 75 cm. sized for laboratory tests required. $100,000. Import license No. 2188. Loan No. 277-H-043. U.S. source. Ciasan Cimento Ambalaj Sanayli L .Sti., Galata, Komerciale han kat 3. Cable: CIASANTED. SBC-441.

263 Paperboard Mills, Products

FRANCE—Paper for the manufacturing of boxes. Direct purchases and agency. Ets. Sine—J. Colard, (importer, dealer), 1 rue Sanson, Saint-Denis (Seine).

264 Converted Paper, Paperboard Products

FRANCE—Printed and decorated papers for gift wrapping and decorations; metal coated paper. Direct purchase and agency. Ets. Sine—J. Colard, (importer, dealer), 1 rue Sanson, Saint-Denis (Seine).

● **TURKEY**—Teleprinter paper, teleprinter tape, and perforator tape: 5,000 rolls teleprinter paper; 100,000 rolls teleprinter tape, and 300,000 rolls of perforator tape, in accordance with specifications. Bid deadline November 21, 4:00 p.m. PTT Genel Mudurlugu, Ulus, Ankara.★ (Telephone: 202-WO 7-3003).

265 Paperboard Containers and Boxes

TRINIDAD—Paper containers for milk—paper cups—requests replies from manufacturers. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturer's representative, Commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

273 Books

CHILE—Stethoscopes (phonendoscopes) transistorized. Walter Blunck e Hijo Ltda. (importer), 972 Huerfanos, Office 409, Casilla 4053, Santiago. WTD 7/13/62.

FRANCE—Books, all kinds. Direct purchase and agency. Librairie LA Hune, (retailer), 170 bld. St-Germain, Paris 6e. WTD 9/5/63.

NETHERLANDS—Old and new books on bibliography, science history, musicology, scientific and travel books. Antiqua Old And New Books, (retailer) 7 Staalstraat, Amsterdam. WTD 8/23/63.

SWEDEN—School, other educational publications. Ivar Asp AB, (wholesaler, sales agent), P.O. box 6101, Stockholm 6.

275 Commercial Printing

NEW ZEALAND—Printing supplies: litho chemicals, litho plates, rubber blankets, ancillary equipment. Direct purchase and agency. Mr. Brown, Commercial Mgr., Coates Bros., (New Zealand), Ltd., (manufacturer, importer), P.O. box 12-068, Penrose, Auckland, S.E.6.

281 Industrial Chemicals

BRAZIL—Molybdenum oxide and trioxide. Fenil Quimica Ltda. (manufacturer, importer, agent), Caixa Postal 12795. São Paulo. WTD 3/5/63.

● **CEYLON**—Sulfuric acid, electrolyte (battery acid), 6,840 imperial gallons; specific gravity 1.395 (49.5 to 50.5% H_2SO_4); bid deadline November 27. The Chairman, Tender Board, Ceylon Transportation Board, Kirula Road, Narahenpita, Colombo.★ (Telephone: 202-WOrth 7-3468).

FRANCE—Dyes for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

Dyes, synthetic, organic for the shoe industry; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

MOROCCO—Potassium chlorate 99.75% pure, less than 0.05% humidity content after 1 year's storage, less than 0.05% chloride content, less than 0.10% of bromate content. Price quotation for 20 metric tons CIF Casablanca. Requests replies in French. Allumaroc, (manufacturer), 421, Boulevard Ibn Tachfine, Casablanca.

NEW ZEALAND—Foundrymen's compounds, oils and fluxes for ferrous and non-ferrous foundries. Direct purchase and exclusive agency. Mr. James S. Kidd, Managing Director. Kidd Garrett Ltd., 147 Hobson St., Auckland, C.1. WTD 3/25/63.

PAKISTAN—Chemicals as used in surgical instrument industry; samples required for booking orders from wholesalers. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

282 Synthetic Materials

ENGLAND—Plastic and polythene sheeting in plain and printed, up to .010 inch. Direct purchase. "Everclean" Textile Products Limited, 57 Carter Lane, St. Paul's Churchyard. London, E.C.4. WTD 9/12/63.

■ **GREECE**—Polyethylene in 50 lb. bags. 50 mt. Quotations date November 26. Loan No. 240-H-028. U.S. source. Th. Tsaoussi & Co., Vioplastyl, O.E., Philaretou 74, Kallithea, Athens. SBC-436.

NORWAY—Synthetic rubber for rubber goods industry. Direct purchase and agency. Leif H. Strom, (wholesaler, manufacturers' agent), 16 Dronningensgate, Oslo.

PORTUGAL—Synthetic rubber. Companhia Portuguesa de Alpargatas, Lda. 5, Rua dos Lusíadas, Lisbon 3. WTD 10/16/63.

THAILAND—Polyvinyl chloride extrusion material in pellet form for electric wire insulation; approx. 20 tons per mo. Buan Hua Huat, Ltd., Partnership, (importer, wholesaler, retailer), 282-284 Werng Nakorn Kasem, Bangkok.

283 Drugs

FRANCE—Chemicals materials, pure, for use in pharmaceutical preparations. Direct purchase and agency. Laboratoire du Bois de Boulogne, 33 rue Voltaire, Puteaux (Seine). WTD 9/19/63.

■ **PAKISTAN**—Aspirin, apple pectin, Biotin, Calcium gluconate and lactate, Vitamins, various, Sulfa drugs, tannic acid, borax, 93 items. All to u.s.p., n. f., b.p., or b.p.c. standard. In bulk packing only. C&f Karachi. Approx. $8500. Import license No. 351580. Loan No. 391-H-066. U.S. source. Quotation date November 26. Usa Laboratories, Ltd., S/26 Industrial Area, Mauripur Rd., Karachi. Cable: USAIAB.★ SBC-435.

Pharmaceuticals; samples required for booking orders from wholesalers. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

SWEDEN—Medicinal, pharmaceutical preparations. Apotekarnes Droghandel AB, (wholesaler), P.O. box 49, Göteborg 1. WTD 12/17/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ETHIOPIA—Cosmetics. Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

FRANCE—Shoe polish, all kinds; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

Shoe polish, all kinds; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

LIBYA—Detergents, synthetic organic, in retail packages; soap, toilet, household, and laundry; insecticides, fly sprays and aerosols; insecticides, personal insect repellents; requests catalogs price quotations cif Benghazi. M. Mustafa Sheibani Company, (importer, wholesaler), P.O. box 311, Benghazi. WTD 2/14/63.

PAKISTAN—Cosmetics. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

SWEDEN—Detergents, soaps, including medical and medicated; cosmetics, all kinds. Apote-

Karnes Droghandel AB, (wholesaler), P.O. box 19, Göteborg 1. WTD 12/17/62.

285 Paints, Varnishes

GERMANY—Rust-proof base paint which can also be applied to rusty surfaces; manufacturer and wholesaler requests replies in German from manufacturers only, with price quotations c.i.f. German or Dutch ports. Wilhelm Tummes & Co., 86 Baustrasse, Duisburg-Meiderich. WTD 9/12/63.

SWEDEN—Paints, lacquers, varnishes: specialties. AB Alfort & Cronholm, (manufacturer, wholesaler, retailer), box 3112, Stockholm 3. WTD 10/8/63.

287 Agricultural Chemicals

● **GREECE**—Maneb, 80% w.p., 400 mt.; tender No. 11259, bid deadline December 2. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-WOrth 7-3910).

■ **INDIA**—Fertilizers, Ammonium Sulphate, 200,000 mt.; nitrophosphate, 30,000 mt.; ammonium phosphate 30,000; ammonium phosphate, 40,000 mt. To certain specifications and conditions. Tender No. PII-4(18)/63. Bid deadline November 19. Loan No. 386-H-082. Director General of Supplies & Disposals, N.i.c. Building, Parliament St., New Delhi.★ SBC-431.

291 Petroleum Refining

MOROCCO—Parafin for candle manufacture. Compagnie Marocaine des Bougies, Aam Elkhir (manufacturer), 42 Blvd. de la Resistance, Casablanca. WTD 6/11/63.

Refined paraffin in bars, melting point 143°F amp, in double jute bags of 75 k. net; 200,000 k. required; requests replies in French with price quotations fob U.S. port, including 3% commission. Direct purchase and agency. Send inquiries to Box MC-65, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4675).

Fully refined paraffin wax, maximum percentage of oil 0.25/0.50%, melting point 58/60°C or 60/62°C, 50 mt., and microcristallin wax, melting point 175°F minimum, percentage of oil less than 1%, 10/12 penetration at 77°F, 40 mt. Price quotations CIF Casablanca: requests replies in French. Allumaroc, 421, Boulevard Ibn Tachfine, Casablanca.

295 Paving, Roofing Materials

● **BURMA**—Roofing mastic asphalt, quantity 200 tons, complying with British standard 988/1941, Table 1, Column "B", modified and gritted with hardness 10-20 @ 25° C; Bid deadline 12 noon November 26, Quotation No. PRV/77/CS(63-64). Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

301 Tires and Tubes

GERMANY—Tires, passenger car; importing distributor requests offers in German from manufacturers only, with price quotations c.i.f. German ports. Oscar Becher, 11 Waldfrieden, 43 Essen-Bredeney. WTD 12/6/62.

SAUDI ARABIA—Rubber tires and inner tubes for all kinds of automotive vehicles. 'Abd al Rahman Da'ud al-Jilani AKA A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

302 Rubber Footwear

ETHIOPIA—Men, women, children's rubber soled canvas shoes. Ato Adamou Workeneh (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

306 Fabricated Rubber Products

FRANCE—Rubber heels, soles for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

Rubber heels and soles for shoes; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

GERMANY—Rubber hoses for every industrial use (acetylene, acid, air, brewers, water, fire, oil); importing distributor requests replies in German from manufacturers only, with price quotations c.i.f. German ports. Oscar Becher, 11 Waldfrieden, 43 Essen-Bredeney. WTD 12/6/62.

TRINIDAD—All types of material for the shoe making industry: vinyl film sheeting, vinyl leather sheeting, vinyl foam sheeting, rubber foam sheeting (assorted thicknesses); hard, soft rubber sponge for soles and heels—assorted thicknesses; card board; plywood; gums, pastes; vinyl tapes in rolls of ½" to 1"; nylon and cotton threads; metal and plastic eyelets and ornamentations; requests replies from manufacturers. Eastern Industries (Trinidad) Ltd., (importer, manufacturer), P.O. box 787, Champs Fleurs.

307 Plastics Products

●**BURMA**—Translucent corrugated roofing: 600 sheets, 6 ft., 800 sheets, 7 ft., 600 sheets, 8 ft. in length; translucent roofing: 600 sheets, 6 ft., 800 sheets, 7 ft., 300 sheets, 8 ft. in length. Quotation No. PRV/78/CS(63-64), bid deadline 12 noon November 26. The Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

FRANCE—Plastic gardening articles: sprinklers, spray-hose, hose-reels, joints, couplings. Direct purchase and agency. Maplex, (importer, dealer, agent), 5 rue Sedaine, Paris 11e. WTD 10/4/62.

Plastic cage for animal scientific research—high temperature resisting. Direct purchase and agency. René Janning, (importer, dealer), 92 bld. Murat, Paris 16e.

Plastic for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine & Loire).

Plastics for the shoe industry; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

SWEDEN—Plastic work gloves; direct purchase and agency. Ingenjörsfirman Ola Bergquist, (agent, retailer), 1:a Långgatan 11B, Göteborg.

311 Leather Tanning, Finishing

FRANCE—All kind of leather for the shoe industry; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

All kind of leather for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Main & Loire).

SWEDEN—Glaced skins, suede of sheep, goat or other skins suitable for making men's and women's leather wear. Mr. Gösta H. Hansson, (importer, sales agent), Malung.

313 Boat, Shoe Cut Stock, Findings

FRANCE—Supplies for the shoe industry; heels, leather. Requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

Leather heels for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

TRINIDAD—Shoe heels of wood, plastic, cork—requests replies from suppliers and manufacturers. Eastern Industries (Trinidad) Ltd., (importer, manufacturer) P.O. box 787, Champs Fleurs.

315 Leather Gloves, Mittens

SWEDEN—Leather work gloves; direct purchase and agency. Ingenjörsfirman Ola Bergquist, (agent, retailer), 1:a Långgatan 11B, Göteborg.

316 Luggage

JAPAN—Cases, lockers, suitcases, trunks. Direct purchase and agency. Haraox, Inc., (importer), 274 Nukuicho, Nerima-ku, Tokyo.

317 Handbags, Personal Leather Goods

FRANCE—All kinds of leather bags; portfolios; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

329 Abrasives, Asbestos, Nonmetallic Mineral Products

■ **BOLIVIA**—Asbestos cement pipe, 8,000 ft., 150 lb. working pressure, 16 ft. laying length, simplex joint end, including simplex joints and rubber rings 6" diameter. Invitation No. MOE-0028A-CWS-63 PIO/C#P81AK-9-30336. U.S. source. Bid deadline November 25. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, La Paz. Specs. available from Embassy of Bolivia, 1145 19th St. N.W., Washington, D.C. SBC-434.

FRANCE—Abrasive cloth for the shoe industry; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

Abrasives for the shoe industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine & Loire).

331 Steel Mill Products

ENGLAND—Fine galvanized mild steel wire: two tons monthly, five thousandths of an in. in dia.; two tons monthly, seven thousandths of an in., will possibly increase to four tons monthly the wire of seven thousandths of an in., requests quotation for wire of normal weaving quality or alternatively semi-hard to be supplied on non-returnable reels. Prices should be quoted fob at U.S. port of shipment, cable

quotation to telegraphic address: Riddell Parkhead Glasgow Telex No. 77445. William A. Begg, Begg Cousland Co., Ltd., manufacturer, 38 Victoria St., London SW.1. WTD 8/17/61.

■ **INDIA**—Cold rolled close annealed steel sheets, with bright and smooth finish, suitable for drawing and enamelling, unoiled, sizes 8′ x 3′ or 6′ x 3′, 32″ wide strip in coils whenever possible, each bundle or coil not weighing more than 1½ mt., 30 USG, 175 mt., 26G, 35 mt., 24 G. 30 mt., 22 G. 25 mt., 20 G. 25 mt. Reference No. 65(176)/62-AID(1). Import license No. A.588052/61/AUDW/CCI. Loan No. 386-A-055. U.S. source. Quotations date December 13. Sur Industries, Pvt. Ltd., 163 Lower Circular Rd., Calcutta 14. SBC-430.

■ High speed steel 18/4/1 rounds, hot rolled black bars in annealed condition, various sizes, analysis and tolerances; high speed steel squares, various; high speed steel 18/4/1 discs for making slitting saws; high speed steel 18/4/1 forged blanks; 6/5/2 Moly. high speed steel centreless ground bars; medium carbon steel; rounds; squares; flats. $126,000. CIF basis. Import License No. DL/82/803/04201/0011. Ref. No. DC/217/BDL/153. Loan No. 386-H-082. Quotation date November 29. M/s. Addison & Co., Ltd., 158, Mount Rd., Madras 2.★ SBC-436.

■ Carbon steel, 110 tons, to AISI C.1038 in lengths of 15 ft., sizes, 7/32″ x 1 31/32″, ¼″ x 3 11/32″, 5/16″ x 3 15/16″, ⅜″ x 4 11/32″, 15/32″ x 4 27/32″, 7/16″ x 5 29/32″, ½″ x 5 29/32″, 9/32″ x 7⅛″, 13/32″ x 2⅝″, 7/16″ x 3 5/32″, 9/16″ x 3 5/32″, 9/16″ x 3 15/16″. Import License No. DL/55/42/03201/0139. Ref. No. DC/217/DBI/151. Quotation date November 29. Gedore Tools, India, Pvt., Ltd., 151 Golf Links, New Delhi 3. Cable: GEDORE, New Delhi.

■ BT ST. sheets, cold rolled to BS 1449, EN2B, 14 SWG; 1/8″ thick same except EN2A, 5 tons each; 3/16″ thick same, 7½ tons, 12 SWG black sheets, cold rolled, same. Quantity to be decided upon receipt of offers. FAS port of exit or C&F. IL#DL/55/638/03101/0178. Ref No. DC/217/BDL/146. Quotation date November 28. The General Electric Co. of India, Pvt., Ltd., 58, Taratalla Rd., Garden Reach, Calcutta 24.

Both the above are for Loan No. 386-H-082. U.S. source. SBC-436.

■ Mild steel hot rolled strips, width, 6½ in. thickness 16 SWG, 75 tons, coil weight 6 cwt., tolerance No minus, minimum plus, tolerance may be stated. Thickness plus/minus 0.003. Steel to be free from all extraneous elements, lamination, surface defects and segregated impurities. Material guaranteed, suitable for cold rolling up to 32 SWG. Import License No. CL/82/16/03101/5. Ref. No. DC/217/BDL/152. Loan No. 386-H-082. Quotations desired by November 29. J. K. Steel Ltd., 7 Council House St., Calcutta 1. Cable: BALINGHOOP, Calcutta. SBC-436.

■ Rolled cold seamless 1045/1050 carbon steel tubing, finish annealed with special smooth I. D., outer dimension 2.064″, inner dia., 1.687″, for manufacture of hydraulic jacks. Rolled cadmium anode, in plate form, size 8″ x 6″ x 1/8″. Tungsten tipped horn contact rivets, 4 mm., peg length 4 mm. and 2 mm. $10,500. Reference No. 65(21)/63-082/AID (1). Import License No. A.546095/62/AUDW/CCI/HQ/RM. Loan No. 386-H-082. U.S. source. Quotation date December 3. Acme Batteries Private Ltd., G.T. Rd., Delhi-Shahdara. Cable: ACME. SBC-433.

■ Fully aluminum killed inter-annealed M.S. wire rods, to Specification C-1013. To certain chemical analysis, sizes 5.5, 6, 8, 10, 11 mm., 100 tons each; high carbon chrome steel wire in coils for manufacturing ball bearing steel balls, to SAE 52100, size .097″ round and over. Reference No. DC/217/BDL/148. Import License No. DL/55/92/03201/0002. Cable: GULDASTA. Fully aluminum killed inter-annealed m.s. wire rods to Spec. C-1013. Certain chemical analysis, sizes 5.5, 6, 8, 10, 11 mm., 100 tons each; high carbon chrome wire in coils for manufacture ball bearing steel balls to SAE 52100, size .097″ round and over. Ref. No. DC/217/BDL/147. IL#DL/55/92/02201/0398. Loan No. 386-H-082. U.S. source. Quotation dates November 29. New Haven Steel Ball Corp., Pvt., Ltd., Pandyan House, 309, Frere Rd., Fort, Bombay 1. SBC-433.

■ Hot rolled boiler quality steel plates to ASTM-A201-61T, Grade B Fire Box quality, equivalent to BSS-1633. Various sizes, conditions. Total weight approx. 164.48 mt. Reference No. DC/217/BDL/150. Import License No. DL/82/122/03-1-01/0221. High tensile steel rounds, to spec. EN-14B, sizes 4¼″ x 2440 mm. length, 32 Nos., 3½″ dia. x 1110 mm., 64 Nos.; high tensile low alloy steel billets/blooms to AISI Type C-1024, hot rolled semi-finish, to certain analysis, 6½ x 21″ x 15′ to 20′ long, 40 tons; high tensile manganese steel plates, to spec. EN-14B, or nearest equivalent, sizes 50 mm. or 2″ x 2000 mm. x 2000 mm., 15 tons. Works test certificate required. CIF Bombay or FAS U.S. port. Prices to include all costs. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/149. IL#DL/55/122/03-2-01/0093. Loan No. 386-H-082. U.S. source. Quotation dates November 29. Walchandnager Industries, Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR, Walchandnager.★ SBC-433.

■ Prime hot/cold rolled sheets, strips and bars, open hearth quality, size 616 mm. x 2.75 x 1232 mm., 450 mt.; size 1030 mm. x 3.175 mm. x 1512 mm., 60 mt.; 900 mm. x 3.25 mm. x 1525 mm., 40 mt.; 1020 mm. x 2.032 mm. x 1830 mm., 10 mt.; 19 mm. x 10 swg 3.25 mm., in lengths of 5 meters, 10 tons; 77 mm. dia. round bars, 7 meters long, 50 mt., total 620 mt. Import license No. P/RM/000004/R/DL/18/S/D/16/45/52. Ref. No. DC/217/BDL/154. Loan No. 386-H-082. U.S. source. Quotation date December 3. Gannon Dunkerley & Co., Ltd., Chartered Bank Bldg., Fort, Bombay 1.★ SBC-438.

■ Steel to various finishes, sizes and quantities, 36 items. Subject to GSA Defense Materials Services procedure. Import license No. DL/82/1081/04201/009. Loan No. 386-H-082. U.S. source. Quotation date December 2. Indian Aluminium Co., Ltd., 31 Chowringhee Rd., Calcutta 16. Cable: INDALUMIN, Calcutta.★

■ Hot rolled high carbon steel sheets, .092″, to analysis C .60/.75%, mng. .50/.80%, phos. .05% max. each, sil. .15/.30%. Loan No. 386-A-055. U.S. source. Quotations desired by December 2. Nahan Foundry, Ltd., Nahan (HP). SBC-437.

■ Valve steel to specification m.s. 330 to certain composition, 4 tons; hot die steel, 3″, 340 kg., 4″, 550 kg.; 3½″, 80 kg.; 1½″, 15 kg.; 1″, 5 kg. Import license No. DL/55/485/02201/0315. Ref. No. DC/217/BDL/156. Loan No. 386-A-055. Quotation date December 3. The Acme Manufacturing Co., Ltd., Antop Hill, Wadala, Bombay. Cable: ACNERAY, Dadar-Bombay. SBC-438.

KENYA—Steelwork required for post fendering: beams, joints and channels, mild steel angles, flats and straps, anchor chains with shackles, hardened steel pins and washers; structural steel sections to B.S.S. 15. East African Railways and Harbours, Overseas Purchasing Division, P.O. box 30540, Nairobi. Application for tender documents may be addressed to the Nairobi office or to East African Railways and Harbours Overseas Agents, c/o 4, Millbank, London S.W.1; a reference to "Circular No. 1 of Requirements To Be Purchased Overseas" should be included.

NEW ZEALAND—British standard No. 2763 galvanized wires, 85/95 tons per sq. in., in sizes .010, .015, .020, .025, .030, .035, .040, .045, .050, .055 and .060 in. as well as galvanized wires, 110/120 tons per sq. in. in the same range of sizes. R. M. Briscoe, Managing Director, Cookes New Zealand Wire Rope Co. Ltd., 47 Carbine Rd., Mount Wellington, Auckland, E.2.

Stainless steel in sheets, coils and strips; copper coated steel wire (min. of 5 ton orders); steels and alloys for cutlery stamping; builders' and plumbers' supplies generally. Direct purchase and exclusive agency. Mr. A. A. Martin, Managing Director, Arthur Martin, Ltd., (importer, agent), P.O. box 2748, Auckland, C.1. WTD 10/1/63.

PAKISTAN—Iron or steel, angle, channel, tee, flat beam or joist and other piling. r.s. joists of dia. 6″ x 3″, 7″ x 4″, 8″ x 4″, 10″ x 5″, 12″ x 6″; m.s. billet, size 2″ x 2″, 2½″ x 2½″, 3″ x 3″ of standard length, conforming to aisi specification No. 1020, similar to bss-15; iron or steel pipes, and tubes of dia. 4″, 5″, 6″ and above; g.i. pipe of dia. 4″, 5″, 6″, 8″ and above; iron and steel plates and sheets; standard size and gauges (16-30); g.p.i. sheets, both plain and corrugated of standard size and gauge (16, 18, 22, 24, 26, 28 and 30); m.s. polished sheets of gauge, 16, 18 and 20; m.s. wire of gauge 8, 10, 12, 14, 18, 20, 24, 26 and 28; pig iron, grade I and II (merchant cast or sand cast); stainless steel sheets, type 302/304, 2B/2D; electrically welded steel tubes, bright and standard finish, in 20 ft. length; outer dia. ¾″, 1″, 1.¼″, 1.½″ x 16 and 18 swg; spring steel wire, round hard drawn, 95/105 p.s.i. per ton tensile strength, 10 and 12 gauge; electrical steel sheets, grade M-36 and 43; steel earth wire for hydroelectric installations; iron or steel tires, axles, wheels and buffers for locomotive, wagons and carriages and springs laminated or coiled. Direct purchase and agency. Pakland Trading Corp., (manufacturers agent, importing distributor), C&MG Bldg., 48, The Mall, Lahore. WTD 4/26/61.

■ Tinplate, 30 gauge prime coke, 1.25 lbs. coating sizes 18¾ x 22¼ and 28″, 20 x 28 and 30″, 17¾ x 30″, 25 x 25″. Approx. $53,500. Import license No. 224168. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Mumtazabad, Multan. Cable: NASIR. Quotation date November 18.

■ Electrolytic tinplate waste waste, assorted to size and baseweights, 18 x 24″ and larger, 107 lb. base weight only; coke tinplate waste, assorted to size and baseweights, 18 x 24″ and larger, 107 lb. baseweight only; coke tinplate, same. Approx. $5,200. IL#235482. C. C. Factories, Kulowal Rd., Sialkot. Cable: CKCFACTORY, Sialkot City. Quotation date November 16. Both the above are for Loan No. 391-H-066. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-434.

■ M. S. sheets, CRCA, pickled and oiled, bright commercial quality, cold rolled close annealed, to ASTM A-366-58T; G. P. sheets, 1.25 oz. zinc coating per sq. ft. both sides, commercial quality, to ASTM-A-36-59T; Gauges 10 to 30, 8″ x 3″ or 6″ x 3″ and cuttings; G. I. wire, round low carbon, per USA spec. in catch weight coils. 10 to 30 gauge.

Approx. $6,300. IL#349289. Quotation date November 23. Quereshi Iron & Steel Works, "B" Block, Near Imambara, Sher-shah, Karachi.

■ G. P. sheets, zinc coating, 1.25 oz. per sq. ft., 8′ x 3′ x 24 and/or 30 gauge, 24 or all 30 G, approx. 4 tons. Both FAS and C&F basis. IL#349282. Quotation date November 23. Johar Industries, Old Market, Karachi. All the above are for Loan No. 391-H-066. U.S. source. SBC-434.

■ Galvanized plain sheets, soft commercial quality, 1.25 oz. zinc coating, conforming to ASTM A-361-59T, size 8′ x 3′, gauges 24, 26, 28 & 30. C&F Karachi. Shipment 100% U.S. Flag vessels. Approx. $5,900. Import license No. 349532. Quotation date November 23. Pakdey Metal Industries, Usmanabad, Behind Sind Flour Mills, Off Lawrence Rd., Karachi.

■ G. P. sheets, zinc coating 1.25 oz. sq. ft. both sides, size 8 x 3″ x 30 gauge. FAS & C&F basis. $5,200. IL#349788. Pak Hardware & Metal Industries, K. S. Abdul Hakim Khan Rd., Ratan Talao, Karachi. Quotation date November 23.

■ Galvanized plain sheets, commercial quality, 1.25 oz. zinc coating, to ASTM A-361-59T, size 8 x 3″, gauges 24, 26, 30. C&F Karachi. To special conditions. $6,300. Quotation date November 23. IL#347374. Shabbir Industries, 119 Najmuddin St., Nanakwala, Karachi 2. All the above are for Loan No. 391-H-066. U.S. source. SBC-434.

■ Galvanized plain sheets, prime commercial quality, size 8 x 3′, zinc coating 1.25 oz. sq. ft., 24, 26, 28, 30 BG, total 40 1. tons. Import license No. 348749. Quotation date November 27. M/s. Zoaibi Industries, Old Market, Karachi. Cable: ZOAIBIN, Karachi.

■ CRCA mild steel sheets suitable for enamelling deep drawing quality, 8 x 3′ or 6 x 3′, 26 G, 50 tons, 28 G, 100 tons, 30 G, 50 t., 18 G, 10 t. Per long ton C&F Karachi. IL#334242. Quotation date November 26. Mohamedi Utensil Products, Off Barness St., Near Old Haji Camp, Karachi. Cable: REROLL, Karachi.

■ Galvanized plain sheets, soft, commercial quality, 1.25 oz. coating, zinc, to ASTM A361-59T, size 8 x 3′, gauges 24, 26, 28 & 30, approx. $9,900. C&F Karachi. 100% U.S. flag vessels. IL#337666. Quotation date November 26. Saify Industries, Mond Shah St., Jodia Bazar, Karachi. All the above are for Loan No. 391-H-066. U.S. source. SBC-435.

■ Machine cast foundry pig iron to certain analysis, 50 tons; M. S. plates, size 8 x 4′, 1¼″ thickness, 1″ thickness, 5 tons each. C&F Karachi. Import license No. 334265. Quotation date November 26. Dalmia Cement Limited, P.O. b Shantinagar Karachi 12. Cable: ROCKCEMENT, Karachi.

■ Galvanized steel pipes, to ASTM-A—120 spec., with British threads and couplings, random lengths from 18 to 22′, ½, ¾, 1, 2, 3, 4″ dia. Approx. $9,000. Import license No. 309507. Quotation date November 23. Chittagong Co-operative Housing Society Ltd., Nasirabad, Chittagong, East.

■ Prime electrical steel sheets, hot rolled or cold reduced, not insulated, fully annealed, soft stamping quality with maximum core loss, not exceeding 1.5 watts per lb., at 10,000 gausses and 50 cycles, having guaranteed silicon contents above 0.6%, size 96 x 36″ x 0.018″ thick, C&F $67,200; high silicon foundry pig iron, grade No. FL-23, $21,000; prime steel plates, hot rolled or cold reduced, fully annealed, 96 x 48 x 0.080, C&F, $1,050; prime mild steel sheets, plain, polished both sides, hot rolled or close annealed, same size except 0.028″ thick, $1,050. Quotations in sextuplet, with samples. IL#248458. Quotation date November 22. S. Muhammad Din & Sons, Ltd., Shahdara Mills, Lahore. Cable: NEFANS, Lahore, West. All the above are for loan No. 391-H-066. U.S. source. SBC-435.

■ USS hot rolled electrical steel sheets, max. core loss value at 50 cycles, 10 kilograms, approx. size .0185 x 2.35 watts per kilogram 39″x78″ or 28″ to 36″x96″-124″, $13,000; pig iron foundry grade with silicon 2.51 to 3.50, $5,000; mild steel bright shaftings for use on shafts in electrical motors, size 1½, 2, 2¼ & 2½″ dia., $2,100; tool steel bars hot rolled, annealed in lengths of 12 ft., size 1″ dia. x 10″ and ¾x⅜″ and 1″ sq., die steel for making dies, $2,000. IL #356380. Quotation date November 23. Supreme Electrical Industries Ltd., Czernin Palace, Bank Sq., The Mall, Lahore. Cable: ARCOPAK.

■ Prime electrolytic tinplate, size 21x30″, 50 tons; prime electrolytic tinplate different coating, 50 tons; same, except gold lacquered, for manufacture of crown corks, 25 tons; crown cork misprint tinplate, 20x28″, 25 tons; crown cork tinplate strips, gold lacquered, 7x30″ or larger, 25 tons; electrolytic tinplate, assorted to size and base weight, 21x30″ and larger. IL#251957; tack wire for manufacture of shoe tacks, C-1008, T. S., 55,000/75,000 lbs., BWG 15 & 16, 40 tons; nail wire, 17 G., 30 tons; M. S. black annealed wire, Siemens Martin Grade, 5.25 mm thick, for making shoe nails. IL#251959. Jilani Industries, A-47, S.I.T.E., Ltd., Manghopir Rd., Karachi 16, Cable: QUADRIRON. Quotation date November 27. Both the above are for Loan No. 391-H-066. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-435.

■ Ferro Silicon, 75/78.5% approx. size 2″ x down. $6,900. Import license No. 349655. Loan No. 391-H-066. U.S. source. Quotation date November 27. M/s. Pakistan Metal Refinery Co., Ltd., E-26, S.I.T.E., Manghopir Rd., Opposite A & B Food Industries, Karachi 16. Cable: PACKARD, Karachi. SBC-435.

■ High silicon electrical steel sheet, both sides insulated, core loss not exceeding 1.3 watts per lb. at B. 10.000, 50 cs, American Grade M-43, thickness .020″ or ½ mm, suitable for making stampings, in sheets, 36x72″ or 96″ lengths, in coils, 36″ width by standard weight coil; $42,000. Foundry pig iron, to certain analysis, $10,500. Import license No. 236650. Quotation date November 18. The Climax Engineering Co., Ltd., G.T. Rd., Gujranwala, West. Cable: CLIMAX, Gujranwala.

■ G. P. Sheets, 1.25 oz. zinc coating per sq. ft., on both sides, commercial quality, to ASTM A-36-59.T, gauge 10 to 30, size 8′x3′ or 6′x3′; M.S. sheets, CRCA, pickled and oiled, bright commercial quality, cold rolled, close annealed, to ASTM-36-58.T, G 10-30, size 8x3″ or 6x3″; G. I. wire, round low carbon, packed in catch-weight coils per USA specification. Approx. $7,500. IL#349288. Quotation date November 23. Fine Iron & Metal Industries, Kamil Gali, Kundan Bazar, Karachi. Both the above are for Loan No. 391-H-066. U.S. source. SBC-434.

PORTUGAL—Galvanized wire for use in manufacturing vacuum brake hoses. Companhia Portuguesa de Alpargatas, Lda., 5, Rua dos Lusiadas, Lisbon 3. WTD 10/16/63.

● **TAIWAN**—Mild Steel Rounds, 55 mm. and 70 mm. rounds, 5,500 mm. long, 40,000 kgs.; Mild steel squares, 50 mm., 65 mm., 75 mm. and 90 mm. same length, 80,000 kgs., spec. JIS-3101-SS41 or AAR-M-122-55 grade C-1020 to C-1025 or approved equal; steel plates 4′ x 8′ x 1.6 mm., 2.3 mm., 3.2 mm., 4.5 mm., 385,000 kgs.; 5′ x 10′ x 9 mm. and 16 mm., 160,000 kgs.; Mild steel checkered plates, 4′ x 8′ x 4.5 mm. and 6 mm., 30,000 kgs.; spec. JIS-C-3101-SS41 or AAR-M-166-55 grade A or approved equal. Job #GFA-15654-K, bid deadline November 20. Purchasing Department, Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: 202-WO-7-2363).

■ **TURKEY**—Flat cold finish rolled, extra deep drawing quality, roller levelled, oiled, specially aluminum killed and stabilized steel, in order to draw the body and door of refrigerators for die forming surface type, smooth surface finish, suitable for spray lacquering and spot welding, various analysis, sizes and tolerances, 480 tons; flat cold finish rolled, extra deep drawing quality, oiled, specially killed (aluminum) stabilized to draw the bowls of washing machines by dia. 19.68″ to depth of 14.97″ in one operation, for die forming vitreous enamel finish, 120 tons. Import license No. 2166. Loan No. 277-H-043. U.S. source. Quotation date December 10. Arcelik A. S., Sutluce, Karaagac, Cad. 2-4, Istanbul. Cable: ARCELIK, Istanbul.★ SBC-441.

■ Electrolytic tinplate waste, 0.25 tin coating and better, assorted to one size and gauge, original mill packed, 18, ¾″ x 28″ size, 85/100, 50/68, 56/73, 51/64, 71/78 lb. base wgt. $5,000 c&f. Import license No. 2311/073476. Arev Boya Ticarethanesi-Durmus Yasar ve Ort. Kol. Sti., Seritciler No. 20, 3-5, Izmir.

■ Electrolytic tinplate cobbles, not assorted to size or base wgt., lb. 107 and lighter, 18 x 24 and larger, and/or, electrolytic tinplates waste waste, assorted to size and base wgt. 80/107 lb. 18 x 24 and larger, and/or coke tinplate waste waste soft temper all bright, assorted to size and gauge, 20 x 28″ and larger 107 lb. and lighter, and/or, unassorted hot dipped tinplate 1.25 coating, size and base wgt. 18¾ x 28, 20 x 30″ 107 lb. $10,000. Import license No. 002156. Serattar Ithalat Ihracat T.A.S., Galata, Okcu Musa Cad. 36-38, Serattar Hani, Istanbul. Cable: SERATTAR, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date December 2. Subject to GSA Defense Materials Services procedure. SBC-441.

■ Electrolytic tinplate waste waste, assorted to size and base wgt., 18 x 24, 107 lb. and lighter, in original mill packing, $10,000. Import license no. 2161. SotiCobsnkoglu, Vefa Muhaddis Sok, 4, Istanbul.

■ Best grade electrolytic tinplate culls, bright, commercial temper, approx. equal to electrolytic tinplate waste waste, unassorted, 107 lb. and lighter 18 x 24″ and larger, 0.25 coating or better, in original unopened mill packing. 70-80% of materials must be assorted to size and gauge; electrolytic tinplate waste waste, bright commercial temper, 0.25 coating or better, assorted to size and gauge, 107 lb. and lighter, 18 x 24 and larger, in original unopened mill packing. Also same quality in warehouse packing. C.i.f. prices. $10,000. Aziz Gureli ve Eliya Sevi Koll. Sti., Yesildirek, Mollatas Han 10, Istanbul. IL#2157.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date December 2. Subject to GSA Defense Materials Services procedure. SBC-441.

■ Electrolytic tinplate waste waste, 0.25 lb. coating, or better, soft tempers, assorted to one size and gauge per skid, 18 x 24@ and larger, 107 lb. base wgt. and lighter, $6,000 c&f. Import license No. 002164. Neoray Halfon, Tahtakala Pacaci Sokak, Selamet Han alti No. 7, Istanbul.

■ Hot dipped tinplate waste waste, assorted to size and base wgt., 18x24" and larger, 80/107 lb., in original mill packing, $10,000, c&f. Import license No. 2160. Sotiri Cobankoglu, Vefa Muhaddis Sck. 4, Istanbul.

■ Electrolytic tinplate waste waste, bright finish of soft temper, assorted to size and gauge, 80/107 lb. base wgt. and lighter and 79 lb. base wgt. and lighter in original mill export packing, approx. 100,000 lbs. net. IL#002153. Hirdavatis Isak Kohen, Bankalar caddesi, Banka sokak, Yarman han N. 20, Galata, Istanbul.

All the above are subject to GSA Defense Materials Services procedure. Loan No. 277-H-043. Quotation date December 2. SBC-441. U.S. source.

332 Iron, Steel Foundries

■ **BOLIVIA**—Cast iron pipe and fittings, all bell, short body, AWWA C-110 crosses, all bell ends, 35 each, tapped crosses, 25, tees all bell short body, 35; bends, open bell, for water 90° bends, 30 each, 45° bends, 22.½°, 20 each; reducers, large end bell, short body, 64 each. Invitation No. MOE-0028C-CWS-63. Bid deadline November 25. PIO/C No.511-P81AK-9-30336. U.S. source. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, La Paz. SBC-434. Copies of detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C.

333 Primary Smelting, Refining of Nonferrous Metals

● **IRAN**—Aluminum ingot, 4 mt., 99% pure. Bid deadline December 12. Ministry of War, Edareh Taslihate Artech, DT/Section, Ave. Jale, Teheran, (Armnt. Dept. of the Imperial Iranian Army), with copy of offer to Basressi kol Setad Bozorg Artechtaran, Teheran.★ (Telephone: 202-WO 7-2181).

NEW ZEALAND—Ingot zinc for die casting (mazak). Legge Pacific Ltd., (importer, manufacturer), P.O. box 1632, Auckland. WTD 10/23/63.

335 Rolling, Drawing, Extruding Nonferrous Metals

FRANCE—Wires, cables; requests replies in French. Materiel Electrique Geores Thevot, (importer, dealer), 63/67 rue Saint-Pierre, Marseilles 5e.

● **GREECE**—Supply of PVC PET insulation cables 1" to 50" (178,322 yds); PET insulation cables 5" to 20" (17,504 yds); estimated value ($39,000). Tender No. 6246. Bid deadline November 22. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WOrth 7-2162).

■ **PAKISTAN**—Electrolytic copper, 440 long tons. Tender No. VA-3/L-066/68072/63. U.S. source. Bid deadline November 25. The Director General, Investment Promotion & Supplies, Government of Pakistan, Frere Rd., Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, Frere Rd., Karachi. SBC-436.

Nonferrous and ferro alloys copper; i.e. rod, pipe, sheets including highly polished sheet specially prepared for making process blocks, lithographic sheet; copper tubes and ingots of 99.5% purity; aluminum sheets and ingots; lead pipe, wire and sheets; zinc ingots, wire and sheet; tinblock; brass sheets, pipes, tubes and ingots; lead pig, antimony; white metal; nickel wire; monel metal; tungstan metal and products; calcium manganese- silicon and calcium silicide and other compositions used for alloying in cast iron. Direct purchase and agency. Pakland Trading Corp., (manufacturers' agent, importing distributor). C&MG Bldg., 48, The Mall, Lahore. WTD 4/26/61.

TRINIDAD—Electric wire and cables/copper, rubber insulated; requests replies from manufacturers. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

339 Miscellaneous Primary Metal Industries

NETHERLANDS—Metal powder for sintering. All kinds of alloys of metal powder, including bronze/steel, bronze with 3% content, hard metal (tungsten carbide with cobalt), cobalt powder (normal and coarse grades), iron powder, tungsten powder. Mirani Diamond Tools (manufacturer, exporter), 10 Bosweg, Putte, Province of North Brabant.

342 Cutlery, Hand Tools, General Hardware

ENGLAND—Hand tools and hardware items: drills, portable saws, trowels, hammers, chisels, pliers, cutting nippers, screwdrivers. Direct purchase and agency. Rollins and Sons (Lon-Lon) Ltd., (importer), 41-43 Tower Hill, London, E.C.3. WTD 9/30/63.

FRANCE—Hedge clippers, other garden tools. Direct purchase and agency. Maplex, (importer, dealer, agent), 5 rue Sedaine, Paris 11e. WTD 10/4/62.

Agricultural hand tools; requests replies in French. Les Applications Electro-Mecaniques Vannier, (manufacturer, dealer), 10 rue Pasteur, Péronne (Somme).

HONG KONG—Screw drivers with plastic handles; requests replies from manufacturers only. Cornwell & Co., (importer, exporter, commission agent), Rm. 306 Pedder Bldg., Pedder St., P.O. box 978, Hong Kong.

NEW ZEALAND—Tools, measuring appliances, household hardware, including saws, wood bits, steel tapes, vise grip pliers, wrenches, personal scales, stainless steel ware, enamelled ware, glassware for household baking, cooking and other kitchenware. Direct purchase and agency. Mr. P. M. Fogarty, Manager, H. M. Fogarty Ltd., P.O. box 1065, Auckland, C.1.

SPAIN—Earth augers. Direct purchase and exclusive agency. Maquinaria de Obras Públicas, S.A., (importer, agent), Apartado de Correos No. 50,110, Madrid. WTD 1/8/62.

TRINIDAD—Builders' hardware of all types—requests replies from manufacturers with a view to establishing agency arrangements. Direct purchase and agency. Thomas & Sons, Ltd., 35 Marine Sq., Port of Spain. WTD 10/7/63.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating apparatuses, heaters; requests replies in French. Les Applications Electro-Mecaniques Vannier, (manufacturer, dealer), 10 rue Pasteur, Péronne (Somme).

Boilers, steam and hot water. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

GERMANY—Bellows for baseboard heating systems and regulating pulleys for tuning of heating circuits, size ½, ¾, and 1 in. Studt & Co., (importer, wholesaler), 58 von Essen Strasse, Hamburg 22. WTD 9/20/62.

SWEDEN—Gas heating furnaces and related controls and accessories such as pressure controls and level regulators for pot burners; requests replies from manufacturers only. Direct purchase and agency. Anglo-Nordic Co. AB, (importer, exporter, wholesaler, retailer, agent), Sturegatan 1, Stockholm. WTD 9/10/62.

Burners, other apparatus, and equipment for propane and butane gas; direct purchase and agency. AB El- & Gassvetsning, (manufacturer, agent), Frigågnen, Göteborg V. WTD 12/5/62.

344 Fabricated Structural Metal Products

■ **BOLIVIA**—Bolted steel tanks, galvanized for potable water storage, complete with cover, manhole, inside ladder, outside ladder, bolted deck and erection hardware, including float, weight, pulleys, wire cable and painted level heights on tanks sides in metric system for indicating water level, 20,000 gal. capacity, 4" inlet, 6" outlet and 1" overflow, to be shipped knocked down and marked for easy erection. Invitation No. MOE-0028B-CWS-63. Bid deadline November 25. PIO/C No. 511-P81AK-9-30336. U.S. source. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, LaPaz. Copies of the detailed specifications, special instructions and conditions and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D. C. SBC-434.

■ **INDIA**—Hot metal ladle cars, 90 ton capacity blown, for steel melting shop, 4 each; hot metal ladles, 90 ton capacity blown for steel melting shop, 10 each; spare dished bottoms, 2 Nos. To certain conditions. Additional details and information may be obtained from Mr. L. P. Watts, Purchasing Officer, Tata, Inc., 425 Park Ave., New York, N.Y. Inquiry Nos. WE/SMS/15597#1916; PUR/141/280506/63#3414; PT/RA03.78/255075/62#2512. Loan No. 386-H-082. U.S. source. Bid deadline November 29. The Tata Iron and Steel Co., Ltd., Jamshedpur. Import license No. A 545748/US aid/62/AU/DW/CCL/CG-IL.★ SBC-437.

FRANCE—Steam generating boilers. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisations d'Ensembles Industriels, (manufacturer, dealer, agent), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

PHILIPPINES—Oxygen, acetylene cylinders. Superior Gas and Equipment Co. of Cebu, Inc., (manufacturer, importer, wholesaler), P.O. box 365, 279 Juan Luna St., Cebu City. WTD 5/14/63.

■ **VIETNAM**—Empty cylinder in chrome molybdenum steel for oxygen, complete with neck-ring valves and caps, 1,500 pcs., gas capacity, 7 cu. meters, water, 47 litres, outside dia., 9$\frac{1}{63}$", thick ⅛", length 56⅛", weight without cap and valve, 132.28, test pressure 250 kgs., sq. cm., working pressure 150 kgs/sq. cm. Offers reviewed on C&F basis only. FOB and freight costs indicated separately. 100% U.S. flag vessel. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. Limited worldwide (901). Quotations

date November 18. Societe D'Oxygene & D' extreme Orient, 1-3 Nguyen, Truong To, Saigon. SBC-436.

349 Fabricated Metal Products

■ **BOLIVIA**—Pipe pullers, 6 each, valve wrenches, 20, lead ladles, 10, cast iron pouring pots, 5, lead joint runners, 24, calking iron sets, 6, chain pipe tongs, 12, genuine pipe cutters and threaders, 10, each, chain vise stands, 5, asbestos cement pipe cutters, tenon cutters, 2 each; gate valves, 50, combination melting furnace and portable torch on wheels, 5 each. Invitation No. MOE-0028D-CWS-63. Bid deadline November 25. PIO/C No. 511-P81AK-9-30336. U.S. source. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, LaPaz. Copies of detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., NW., Washington, D.C. SBC-434.

FRANCE—Irrigation risers. Direct purchase and agency. Maplex, (importer, dealer, agent), 5 rue Sedine, Paris Ile. WTD 10/4/62.

351 Engines and Turbines

● **AUSTRALIA**—Supply, delivery, and erection of two 30,000 kw turbo-generators with ancillary equipment for the Collinsville Power Station, generators to be supplied with steam at 600 lbs. per sq. in. Closing date of bids February 26, 1964. Copies of specifications are available for inspection at Australian Trade Commissioner (A.T.C.), c/o Australian Consulate General, 636 Fifth Ave., New York, New York; 4th Fl., Doe Bldg., San Francisco, Calif.; A.T.C., Rm. 504, 6 N. Michigan Ave., Chicago, Ill. One copy of specifications available for reference only, Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

■ **INDIA**—De-aerating heater, complete with all accessories, spares, tools, etc., for one 144.5 MW maximum capability steam turbine-generator, to be installed at the Chandrapura Thermal Power Station of the Damodar Valley Corporation as extension Unit Three. The shell and storage tank shall be designed for a pressure of 11.2 Kg/Cm^2 absolute and a vacuum of 760 mm. mercury. Ref. No. D/ENQ/803. Loan No. 386-A-021. U.S. source. Bid deadline December 12. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender No. S Proj/3187-P/DVC/De-aerated Heaters/V. Tender fee $8.40, not refundable. Specifications, conditions may be obtained from The India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-437.

● **MALAYA**—Supply of two 50MW Francis type waterwheels and generators, high-head valves, pressure conduits, cranes, ventilation and ancillary equipment. Waterwheels will operate under static head of about 1380 feet with specific speed of approximately 23. Contract No. 9, bids close June 30, 1964. Specifications available from Messrs. Preece, Cardew & Rider, 8, 10, and 12 Queen Anne's Gate, London, S.W.I., upon payment of $56.00 (nonrefundable). IBRD providing loan for the project.★ (Telephone: 202-WO 7-4242).

● **PANAMA**—Furnish two turbines suitable for direct connection to 60-cycle alternating current generators. The turbines to be 3,750 KVA complete with governors, housings, runners, shafts, flywheels, nozzle, pipes and inlet valves. Also the services of an erecting superintendent. Bid deadline January 7, 1964, tender No. 48. Contract documents available for $10.00 from Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Apartado 5285, Panama, R.P. One copy of specifications and addendum No. 1 available for reference only from the Power and Electrical Equipment Division, Room 4124, Business and Defense Services Administration, Department of Commerce, Washington., D. C., 20230. (Telephone: 202-WO 7-4242).

● Design, manufacture and deliver on truck to La Yeguada power station two 3,750 Kva, 450-rpm, horizontal, single impulse waterwheel driven alternating current generators, 3-phase, 60 cycles, complete with shaft, bearings, appurtenances and spare parts together with voltage regulators. Also the services of an Erecting Superintendent; tender No. 49. Bid deadline January 8, 1964. Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Apartado 5285, Panama, R.P.★ (Telephone: 202 WOrth 7-4242).

SAUDI ARABIA—Diesel engines for use in cars and trucks. 'Abd al Rahman Da'ud al-Jilani AKA A. Dawood al-Gilani, (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

352 Farm Machinery

FRANCE—Small agricultural apparatuses: lawn mowers. Requests replies in French. Les Applications Electro-Mechaniques Vannier, (manufacturer, dealer), 10 rue Pasteur, Péronne (Somme).

PAKISTAN—Drilling rigs, pumps, agricultural implements. Direct purchase and agency. Pakland Trading Corp., (manufacturers' agent, importing distributor), C&MG Bldg., 48, The Mall, Lahore. WTD 4/26/61.

353 Construction, Machinery

BURMA—Deep well drilling machines (tube well); rotary well drilling machine; percussion well drilling machine; cable well drilling machine; tractors well drilling machine; requests replies, with catalogs and pamphlets from manufacturers only. Chief Executive Officer, Rural Sanitation and Water Supply Board, 346 Merchant St., Rangoon.

● **CEYLON**—2 crawler type diesel powered cranes, 6000 lbs. lift capacity at 40 ft. radius; 2 crawler type diesel powered shovels, 1½ cu. yd. capacity. Quote F.O.B. and C&F (Colombo) prices separately. Included in bids are various attachments and buckets. Bid deadline January 8. Government of Ceylon, Colombo Port Commission, The Chairman, Ministry of Communications, Colombo.★ (Telephone: 202 WO 7-5566).

■ **INDIA**—Crawler diesel tractors, 385-430 hp, 3 each; ripper to be fitted and used with crawler tractor. Reference No. D/ENQ/805. Tender No. S/Project/33019-P/(A) Tractor/I, tender fee $2.10 not refundable. Loan No. 386-H-082. U.S. source. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-437.

■ **PAKISTAN**—Supply and erection of complete elevator system in the 4 blocks of Secretariat Buildings, Phases I and II at Islamabad, 32 Nos. Special specifications for doors and lift cars and finishing of lift car. Tender No. CDA/DP-6029. Bid deadline November 29. Loan No. 391-H-066. U.S. source. Capital Development Authority, Directorate of Purchases, 101-E. Satellite Town, Rawalpindi. Detailed specifications, including amendment may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York 21, N.Y., Attn: Mrs. Caparelli. SBC-434.

Roadbuilding and earthmoving equipment such as, bulldozers, scrapers, motorgraders, stumper-rake, tree feller, asphalt finisher, bitumen spreading truck, road rollers, pneumatic tyre rollers, towed sheepsfoot rollers, stone crushing plants, paver finisher, excavator, shovel-loaders. Direct purchase and agency. Pakland Trading Corp., (manufacturers' agent, importing distributor), C&MG Bldg., 48, the Mall, Lahore.

SPAIN—Rollers, shovels, bulldozers, treedozers, angledozers, concrete mixers, pavers, vibrators and screens. Direct purchase and agency. Maquinaria de Obras Públicas, S.A. (importer, retailer, wholesaler, manufacturer's representative), Apartado de Correos No. 50,-110, Madrid. WTD 10/24/63.

SWEDEN—Equipment, units and attachments, and repair parts for excavators and tractors (shovels, lines, chains); also surplus. Direct purchase and agency. Ingenjörsfirman Ola Bergquist, (agent, retailer), 1:a Långgatan 11B, Göteborg.

354 Metalworking Machinery

■ **INDIA**—Dynamic balancing machine, floor type, for measuring and locating dynamic and static unbalance, causing vibrations greater than .000025", but not exceeding 3/32" at bearing surfaces of part being balanced, arranged for balancing parts from 1 to 50 lb. in wgt., 24 in. or less at max. dia., 40" or less in length between bearing shoulders and 2⅛" or less dia. at bearing surface. Arranged with electrical means for measuring and locating unbalance, rotating speed of 500 and 2000 r.p.m., including ½ h.p., enclosed motor and controls, electrical equipment arranged for operation from 220 v., 440 v., 3 phase, 50 cycles, alternating current power supply. Furnished without adapting equipment. Import license No. 978033/DLF.157/62. Ref. No. 4(301)/62-AID-II. Loan No. 386-A-032. Quotation date December 5. M/s. Ronuk Industries, Ltd., 11-A, Abdul Gaffer, Khan Rd., Worli Sea Face, Bombay 18. SBC-438.

ITALY—Automatic automobile washing equipment; requests descriptive literature, replies in Italian. Direct purchase and agency. M.I.T.O.L.O. S.p.A., (manufacturers' representative), 163 Via Melo, Bari. WTD. 10/17/63.

NETHERLANDS—Metalworking machine tools, incl. drills, milling cutters, reamers, hammers, screw drivers, drilling machines, garage tools. Teohnisch Bureau H. van Leeuwen, (importer), 28 Zwaardleliestraat, Rotterdam-12.

NEW ZEALAND—Industrial pneumatic tools including drills, impact wrenches, grinders and sanders. Direct purchase and exclusive agency. Mr. James S. Kidd, Managing Director, Kidd Garrett Limited, 147 Hobson St., Auckland, C.1. WTD. 3/25/63.

PAKISTAN—Foundry and metal working machinery and tools, i.e. capstan, turret and engine lathes; drilling, shaping, planing, slotting, milling machines of all types; grinding, honing, polishing, lapping machines of all types; boring machines of all types; broaching machines of all types; vertical boring and turner mills; metal cutting power saws, filing and sawing machines, abrasive and cutting off machines; gear cutting and grinding machines; shears, guillotines, punches, benders, straight-

eners, rollers and other sheet metal working machines; container making machinery; plastic moulding machinery; all types of foundry machines; forging machines, power hammers, heading machines, nail making machines, screw head making machines; thread forming, cutting, rolling and milling machines; electric welding machines and equipment; gas welding machines and equipment; furnaces, electric, coke, coal and gas and oil fired and accessories; testing machines for workshops and engineering laboratories; hoists, cranes for workshop use; measuring instruments and gauges; garage equipment i.e. air compressors high power, car washers; hydraulic jacks; car lifts, hydraulic presses. Direct purchase and agency. Pakland Trading Corp., (manufacturers' agent, importing distributor), C&MG Bldg., 48, The Mall, Lahore. WTD 4/26/61.

VENEZUELA—Drilling machinery, equipment, lathes, pneumatic tools, all types of metalworking shop equipment. Direct purchase and agency. Sanchez & Cia., S.A., Departamento de Representaciones, Avenida Roosevelt, El Prado de Maria, Caracas. WTD 2/18/63.

355 Special Industry Machinery

AUSTRALIA—Lever-operated orange squeezers. R. G. Watson, (orange grower), 1569 Beenleigh Rd. Kuraby, Brisbane, Queensland.

CEYLON—Pilot plant for manufacture of synthetic camphor powder which can produce about 10 cwt. (112 lbs. per cwt.) per 8-hour working day. R. Arasaratnam and Co., (importing distributor, manufacturer), 106 Reclamation Rd., Colombo 11. WTD. 4/24/63.

FRANCE—Paper converting machines. Cemi—Cie Européenne de Matériel Industriel, (importer, dealer). 17 rue de la Banque, Paris 2e. WTD 7/23/62.

Machines, equipment for the ceramic and glassware industries. Ets. L. Richoux, (importer, dealer), 22 cité Trévise, Paris 9e. WTD 10/29/62.

Machines, tools for the manufacturing of shoes; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine & Loire).

Mixers and mixing devices, other equipment for the edible chemical industry. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

■ **INDIA**—Automatic lay down pigment transfer machine, complete with spares and accessories for precision laying of carbon tissue on gravure cylinders with face length of 24 to 40". Reference No. 65(8)/63-082/Aid(1). Import license No. A-546668/62. Quotation date December 8. 20 to 30 hp. electric motor variable speed commutator type ac., 50 cycles, 400/440 volts, 110-2200 r.p.m., forced air ventilation, tropicalized, complete with contactor type starters and regulators; motor should be totally enclosed. Ref. No. 65(9)/63-082/Aid (1). IL#A-54665/62. Quotation date December 3. India Foils Ltd., P.O. Kamarhati, Dist. 24 Parganas, West Bengal. Cable INDFOIL, Kamarhati, West Bengal. Loan No. 386-H-082. U.S. source. SBC-433.

Airline ticket printing machinery, including 14 items. Import license No. 989735/DLF-157/61. Ref. No. 4(177)/62-AID-II. Loan No. 386-A-032. U.S. source. Quotation date December 10. Kores, (India), Ltd., Plot No. 10, Off Haines Rd., Worli, Bombay 18. Cable: KORESCARBO, Bombay, Worli.★ SBC-438.

JAPAN—Fully automatic machine for thermocompression bonding used in manufacturing of mesa transistors. Mr. Y. Hayashi, Hitachi, Ltd., (manufacturer), Musashi Plant, Kodaira-Shi, Tokyo. WTD 10/15/62.

MOROCCO—Hot air stentering range (drying, polymerizing and prebording), maximum temperature 220/230°C for cloth 2.30 meters wide, drying capacity 500 kilos per hour, bowl paddling mangle, combined pin and clamp clip. Requests replies in French. Societe Valteint, 74 rue Lecrivain, Casablanca.

NEW ZEALAND—Equipment, supplies for electroplating and metal finishing. Direct purchase and exclusive agency. Mr. K. N. Bond, Managing Director, Miles Rybond and Co., Ltd. (importer, wholesaler), P.O. box 1864, Auckland, C.1.

PAKISTAN—Carbon dioxide plant equipment. Direct purchase and agency. Nisar A. Sheikh, (importing distributor, manufacturer), 9 Bokhari Bldg., Chowk Shahidan, Akbar Rd., Multan. WTD 10/15/63.

PANAMA—Machinery to manufacture paper clips; machinery to manufacture rubber erasers; accessories for both types of machinery. Papelera Latina, S.A., (manufacturers), P.O. box 7493, Panama, R. P. WTD 3/15/63.

SWEDEN—Low priced food filling and packaging machines and equipment; bag sealing machinery. Direct purchase and agency. Star Agentur, R. Darnolf AB, (agent), Box 50, Lerum.

TAIWAN—Machinery and equipment for expansion of woolen mill. List available from the Trade Opportunities Section, BDSA-111, Rm., 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4675). Seaward Worsted Mill Co., Ltd., (manufacturer), 47 Yen Ping South Rd., Taipei, Taiwan.

356 General Industrial Machinery

■ **BOLIVIA**—Dewatering pumps, skid mounted, portable. 4 each, deep well jet pumps, capable of 3,200 GPH at 50 lbs. per sq. in. discharge pressure, for 6" wells, 10; concrete mixers, portable, 1 cu. yd., capacity gasoline engine driven, 2. Invitation No. MOE-2028E-CWS-63. Bid deadline November 28. PIOC No. 511-P81AK-9-30336. U.S. source. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECOMIA, LaPaz. Copies of detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145 19th St., N.W., Washington, D.C. SBC-434.

BURMA—Compressors, mobile and stationary; diesel engine driven pumps; hand pumps for lower water level; requests replies, with catalogs and pamphlets from manufacturers only. Chief Executive Officer, Rural Sanitation and Water Supply Board, 346 Merchant St., Rangoon.

PAKISTAN—¼, ⅓, ½, ¾ and 0.95 h.p., 230 volts, single phase, 50 cycle, 1500-3000 RPM capacitor start induction run electric motors, oil circuit breakers; piston pumps, car washing pumps, ammonia compressors, self-priming pumps, deep well pumps, concrete vibrators, boilers, all kinds, time switches, spare parts, 25 items. Approx. $11,000. IL#343566. Quotation date November 14. Loan No. 391-H-066. Ameejee Valleejee Sons, Ameejee Chambers, Campbell St., Karachi.★ SBC-434.

PHILIPPINES—Industrial gas compressors. Superior Gas And Equipment Co. of Cebu. Inc., (manufacturer, importer, wholesaler), P.O. box 365 279 Juan Luna St., Cebu City. WTD 5/14/63.

357 Office, Computing, Accounting Machines

FRANCE—Electronic computers. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d' Etudes & de Réalisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

● **INDIA**—Electronic digital computer for the Indian Posts and Telegraph Department. Tender No. 162-14/63-TPS. Bid deadline December 12. Terms and specifications are available from Deputy Chief Engineer (CP), care: The Director General, Posts and Telegraphs, Parliament St., New Delhi.★ (Telephone: 202-WOrth 7-2312).

■ Data processing machines—card punch, verifier, sorter, alphabetical accounting machine, numerical collator and reproducer. Reference No. 55(18)/63-AID(1). Import License No. A-562858/62. Quotation date December 8. Loan No. 386-A-055. U.S. source. Senior Statistical Officer, Government of Tribura Agartala.★ SBC-433.

SWEDEN—Office machinery, equipment, all kinds. Ivar Asp AB (wholesaler, sales agent), P.O. box 6101, Stockholm 6.

● **VIETNAM**—Spare parts for typewriters: Remington, model 1949, serial FJT 113.00; model 1961, serial J. 276.00; model 1960. Smith Corona, model 6, (1959); model 7; model 62; model 88; model Pacemaker (1960). Spare parts for Monroe calculating machines, model 100 (1959); model 200 (1958); model 300 (1960); model 400 (1961). Spare parts for copying machines: Gestetner model 120 (1957); model 280 (1960); Renex; Cito-Record. Tender No. 1017-11103; bid deadline November 27. The Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3518).

358 Service Industry Machines

GERMANY—Carpet and rug cleaning machines for use in dry-cleaning establishments; importing distributor requests replies in German, from manufacturers only, with price quotations c.i.f. Rotterdam. Peter Schmitz, 30 Uhlenbroicher Weg, 41 Duisburg-Grossenbaum. WTD 9/9/63.

■ **INDIA**—Ammonia compressors; electric motors; refrigeration controls, 108 items. Import license No. A-587256/61 AU-DW/CCI/HQ/RM/AIR-Cond. Ref. No. 65(281)/63-Aid (1). Loan No. 386-A-055. U.S. source. Quotations desired by December 10. Indian Refrigeration Industries, 7/15, Kirti, Nagar, New Delhi. Cable: ECLIPSE, New Delhi.★ SBC-438.

JAPAN—Merchandising machines, all types. Mr. J. Furusawa, Tokyo Kosan Co. Ltd., (development company), Kanoh Bldg., 35 Nakadori, 3-chome, Shibuya-ku, Tokyo.

Merchandising machines, all types, suitable for installation at gas stations. Mr. H. Tomioka, Mobil Oil Co., Ltd., (importer, distributor), 6 Kita Saiwai-cho, 1 chome, Nishi-ku, Yokohama.

NETHERLANDS—Compressors, condensing units, refrigeration equipment, plate contact freezers. N.V. Landaal Schelde (importer), 38a Strijkviertel, De Meern (U). WTD 10/18/63.

Complete coin-operated laundry equipment, including washing machines, drying tumblers,

laundry extractors, boilers. N.V. Wasserette, (importer), 560 Herengracht, Amsterdam. WTD 10/9/63.

NEW ZEALAND—All types of machinery servicing the laundry, drycleaning and clothing manufacturing trade. Direct purchase and exclusive agency. Mr. J. A. Horrocks, General Sales Mgr., H. A. Tuck and Co., Ltd., P.O. box 5432, Auckland, C1.

NORWAY—Laundry drying and washing machines (not household), coin-operated self-service and other. Requests replies from manufacturers only. Direct purchase and agency. All equipment must operate on 220 volts, 50 cycles, and meet requirements of the Norwegian Electric Material Control Authority. Niels Vik & Co. A/S, (importing wholesaler, distributor), 18 Stortingsgaten, Oslo.

■ **PAKISTAN**—Industrial air conditioners, above 3 h.p., complete, suitable for operation on 400/440 volt, 3-phase, 50 cycle supply, complete with thermostat and control switch; spare parts for diesel engines and air conditioners; vacuum cleaners; pumping sets. Approx. $6,700. Import license No. 296315. Quotation date November 27. Macneill & Kilburn Ltd., Eastern Federal Bldg., Agrabad Rd., Chittagong.

■ Igetric packaged air conditioners, 4, Model SCY86, water cooled with 1 hp fan motor, 90,000 BTU/HR capacity for operation on 380 volts, 3 phase, 50 cycles, a.c., with compressor. IL#232581. Quotation date November 23. Shahnoor Films, Ltd., Multan Rd., Lahore.

■ Water pumps, domestic and industrial; industrial type air conditioners; ice cream making machine; various induction motors, spares for machinery. C&F Basis. $15,000. IL#350693. Quotation date November 26. Associated Electrical Industries, Pakistan. Shernaz House, West Wharf Rd., P.O. box No. 4958, Karachi 2.★ All the above are for loan No. 391-H-066. U.S. source. SBC-435.

SAUDI ARABIA—Evaporative air coolers for household use. 'Abd al Rahman Da'ud al-Jilani Aka A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

361 Electric Transmission and Distribution Equipment

● **COLOMBIA**—Supply of three 3 phase, 115 Kv/11.4 Kv transformers; three 3 phase, 58 Kv/12Kv transformers and two 3 phase 58Kv/33.5Kv/12Kv transformers. Tender No. SII-15. Bid deadline December 5. Specifications and tender documents are available from the Empresa de Energia de Energia Electrica de Botgota, Calle 13, No. 37-35, Oficina 201, Bogota, upon receipt of $30 per set. A copy of specifications and contract conditions is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202 WOrth 7-4242)

● **GREECE**—Supply of seven 50 kva, fifteen 100 kva, fifteen 200 kva and five 400 kva three phase, 22,000/415 v outdoor type distribution transformers. Tender No. PAP/1285. Bid deadline November 26. Estimated value of contract $49,100. Specifications are available from Public Power Corp. (PPC), Athens-Piraeus Division, 4 Korai St., Athens. A copy of specifications is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO7-4242).

● **IRAN**—Supply of electrical supplies including disconnecting switches, circuit breakers, armored underground cable, current transformers, voltmeters and cable head terminals. Bid deadline December 29. The Iranian Tobacco Monopoly, Foreign Purchasing Dept., Ghazvin Ave., Tehran.★ (Telephone: 202-WOrth 7-4242).

● Supply of 59 cable head terminals of various sizes, 51 knife switches and 156 knife blade fuses rated over 200 amps. Bid deadline December 28. The Iranian Tobacco Monopoly, Foreign Purchasing Dept., Ghazvin Ave., Tehran.★ (Telephone: 202-WO7-4242).

MOROCCO—Amperemeters, voltmeters, cathode ray oscilloscopes, and wave generators (saw tooth and squared curves). Requests replies from manufacturers only. Direct purchase and agency. La Nationale d'Equipement Technique "Natec" (importer, wholesaler, agent), 433, Blvd. Mohammed V, Casablanca.

● **NEW ZEALAND**—Supply of seven single phase, double wound, 16,667 Kva-110/19.05 Kv, 50 cycle, outdoor type transformers. Contract No. 427, bid deadline January 21, 1964. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

● **PAKISTAN**—Supply of one 400 kva transformer, high voltage switchgear and power factor correction capacitors. Tender No. PUR. 21-7/63/509. Bid deadline November 19. Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph and Telephone Directorate General, Block No. 48-A Pakistan Secretariat, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

ENGLAND—Electrical sanitary incinerators of the type fixed in factories, offices, stores. Good quality. Direct purchase. John B. Potter Ltd., (importer, wholesaler), 3 Lodge St., Leeds 1, Yorkshire.

FRANCE—Electromagnetic and electropneumatic control and regulation devices. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Realisations d'Ensembles Industriels, 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

● **NEW ZEALAND**—Supply of universal and industrial motors less than ⅛ hp. suitable for 230 volt, single phase, 50 cycle. Mr. K. Fox, New Zealand, Department of Health, Bowen State Bldg., Bowen St., Wellington, New Zealand, C.3.

■ **PAKISTAN**—Electrical apparatus, 20 items, such as tape recorders, terminating resistors, cable end boxes, steatite spreader insulators, Corona insulators and power shielded cable. Tender No. VA-2/AID/67259/L-53/1/63. Loan No. 391-H-066. U.S. source. Bid deadline November 30. The Director General, Investment Promotion Supplies, Government of Pakistan, Frere Road, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-436.

SAUDI ARABIA—Small diesel generators. 'Abd al Rahman Da'ud al-Jilani Aka A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

● **TURKEY**—Supply of four 6 kw, 110 volt, d.c./220 volt, 50 cycle, ac inverters. Tender No. 3001-385. Bid deadline November 12. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcikajsi, Istanbul.★ (Telephone: 202-WOrth 7-4242).

● **VIET-NAM**—Supply of hardfacing welding wire suitable for rebuilding crawler tractor rollers, idlers and rails. Invitation No. 1012-08103, bid deadline November 20. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO 7-5652).

363 Household Appliances

FRANCE—Electrical household equipment: refrigerators, washing machines, ranges: Requests replies in French. Materiel Electrique Georges Thevot, (importer, dealer), 63/67 rue Saint-Pierre, Marseilles 5e.

PAKISTAN—Electrical household appliances: kettles, stoves, heaters, water coolers and heaters, coffee percolators, irons; samples required for booking orders from wholesalers. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

PORTUGAL—Electrical refrigerators and butane gas stoves. União Exportadores de Cestos, Lda., (exporter, wholesaler, manufacturer), 42 Rua do Carmo, Funchal, Madeira. WTD 10/22/63.

SAUDI ARABIA—Electric fans for domestic use. 'Abd al Rahman Da'ud al-Jilani, Aka A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

364 Electric Lighting and Wiring Equipment

AUSTRALIA—Polarized lighting panels. Mr. Flitcroft, Email Ltd. (exporter), Balfour and Buzacott Division, 13 Market St., Sydney, N.S.W.

FRANCE—Electrical switches, transmitters, appliances. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Realisations d'Ensembles Industriels, (manufacturer), 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

Fluorescent tubes, lighting fixtures. Requests replies in French. Comptoir Electrique Du Nord-Ouest - C. Baudry & Cie, (importer, dealer), 25 rue Collard, Le Havre (Siene Maritime).

TRINIDAD—Electric lighting equipment and fixtures of all types. Requests replies from manufacturers. Direct purchase and agency. Thomas & Sons, Ltd., (importer, manufacturers' representative, commission merchant), 35 Marine Sq., Port of Spain. WTD 10/7/63.

365 Radio, Television Receiving Sets

SAUDI ARABIA—Tape recorders and equipment, radio and television receivers of all types, for domestic use. 'Abd al Rahman Da'ud al-Jilani Aka A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

366 Communication Equipment

AUSTRALIA—Transistorized am transceivers for use in taxis, single and multi-frequency to 5 channels, 70-85 mc. and 160 mc. band. Mitchard Radio Co., (radio and electronic sales, repair), 59 Albion Rd., Albion, Brisbane, Queensland. WTD 6/12/63.

■ **PAKISTAN**—Supply and installation of radio VHF equipment for strengthening telecommunications facilities in cyclone affected Southern district of East Pakistan. Tender No. PUR.21-11/63/510. Tender fee $2.10 each, not refundable. Loan No. 391-H-071. U.S. source.

Bid deadline December 19. Pakistan Telegraph and Telephone Dept., Office of the Director General Telegraph & Telephone, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-437.

367 Electronic Components, Accessories

FRANCE—Electron tubes, all kinds; requests replies in French. Comptoir Electrique Du Nord-Ouest-C. Baudry & Cie, (importer, dealer), 25 rue Collard, Le Havre (Seine Maritime).

369 Electrical Machinery, Equipment, Supplies

AUSTRALIA—Transistorized ignition systems, component parts. Mitchard Radio Co., (radio and electronic sales, repair), 59 Albion Rd., Albion, Brisbane, Queensland. WTD 6/12/63.

● **CEYLON**—Supply of 3,600 lead acid type 6 and 12 volt batteries suitable for heavy duty use in gas and diesel buses. Bid deadline December 4. The Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.

371 Motor Vehicles, Motor Vehicle Equipment

ENGLAND—Motor car accessories: spot lamps, luggage racks, warning hooters, various car embellishments, mirrors, novelty accessories. Direct purchase and agency. Harry Moss (London) Ltd. (importer), 61-2 Crutched Friars, London, E.C.3. WTD 4/3/63.

Motor vehicle spare parts for cars and trucks; purchase of government surplus motor vehicles spares and replacements. Direct purchase and agency. Nordian Exports Ltd. (exporter, importer), Matching Airfield, Abbess Roding, Ongar, Essex. WTD 4/22/63.

IRELAND—Automobile body repairing tools, especially for repairs to boxed-in (double) panels; first quality. Requests replies from manufacturers only. Direct purchase or exclusive agency. Mercier Sales, (Ireland) Ltd., (importing distributor), 15 Shannonville, Ennis Rd., Limerick.

NEW ZEALAND—Materials for motor body building and trimming trade, including automobile fabrics and supplies. Direct purchase and exclusive agency. Mr. J. A. Horrocks, General Sales Mgr., H. A. Tuck and Co., Ltd., P.O. box 5432, Auckland, C.1.

■ **PAKISTAN**—Trucks, 9, utility pick-up, gasoline, four wheel, 4-wheel drive, wheel base 100" min., G.V.W., 3900 lb., min., no of cylinders, 4 min., with manufacturers standard engine. Tender No. VA-2/AID/67598/DLF/63. Loan No. 391-A-006. U.S. source. Bid deadline November 28. The Director General, Investment Promotion & Supplies, Government of Pakistan, Frere Rd., Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-436.

PHILIPPINES—Spare parts and supplies for Ford and International trucks. Cebu Autobus Co., (bus operator, importer), P.O. box 25, 191 V. Rama St., Cebu City. WTD 5/9/63.

SAUDI ARABIA—Diesel-engine motor trucks of all sizes. 'Abd al Rahman Da'ud al-Jilani Aka A. Dawood al-Gilani (importer, wholesaler, retailer), P.O. box 661, Jidda. WTD 9/12/63.

■ **TURKEY**—Various G.M. (General Motors) parts for trucks, cars. Large quantities, part Nos., descriptions; Falcon, or equal, replacement parts, Moog suspension replacement parts, or equal. Import license No. 002008. Loan No. 277-H-043. U.S. source. Quotations desired by December 2. Ibrahim Oztetik ve Ortagi Koll., Sti., Otomobil Levasimati, Abdulhakhamit Caddesi No. 27, Taksim, Istanbul.★ SBC-441.

381 Engineering, Laboratory, Scientific, Research Equipment

■ **INDIA**—Field emission electron microscope and accessories, La Pine Scientific Co., or equal, possible to achieve magnifications of the order of 375,000, and to obtain an image of the crystalline lattice of the material of the cathode; apparatus for experiments on polarization; gravitation torsion balance; demonstration transformer; Van de Graaff generator and accessories, various La Pine Nos., descriptions, etc. Inquiry No. 569. Requisition Nos. 1059 Phys. 152/C-37; 150/C-34; 153/C-38; 156/C-39. Limited worldwide (898). Quotation date November 24. Quotations to be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass.★ SBC-441.

NEW ZEALAND—Glass metric dispensing measures for pharmacists and hospital laboratories; sizes 10-250-500 mm. Direct purchase and exclusive agency. Mr. Asmus, General Mgr., Kempthorne Prosser and Co.'s New Zealand Drug Co., Ltd., (wholesale druggist, manufacturing chemist), Victoria St., Wellington, C.1. WTD 8/13/63.

■ **PAKISTAN**—Laboratory equipment and instruments, 116 items, such as thermostats, refractometers, ion exchanger, molecular distillation unit, electric hygrometers, analytical balances, vacuum pumps, precision test gauges, precision indicating gauges, micrometer calipers, dial indicators. Tender No. S-9/59 SCI (63-64). Tender Fee $2.10, not refundable. Quotation date November 25. Loan No. 391-H-066. U.S. source. Government of East Pakistan, Directorate of Supply, Epidc House, 4th Fl., Motijheel, Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Attn: Mrs. Caparelli. SBC-434.

● **VIET-NAM**—Various drafting and surveying items under cover of two separate tenders, including: alignment circle for alidades with tripod and accessories, 12; double decameter rulers, 100; demi-hectometer rulers, 100—under tender No. 1015-10103 and auto-reducing tachometers, 2; leveling rods, 7—under tender No. 1018-14103. Bid deadlines are November 20 and November 27. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO-7-2312).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Nuclear radiation detection devices; nuclear control apparatuses for the control and purification of waters and muds. Direct purchase and agency. Societe E.R.E.I.C.O., Cie d'Etudes & de Réalisation d'Ensembles Industriels, 12 rue Charles Nodier, Paris 18e. WTD 10/3/63.

● **ICELAND**—Automatic control equipment, measuring, recording instruments for City of Reykjavik hot water system. Bid deadline, January 4, 1964. Term asnd specifications may be obtained from Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik.★ (Telephone: 202-WOrth 7-2312).

PORTUGAL—Control equipment for air conditioners and refrigerators. Direct purchase and agency. Sotécnica-Sociedade Electrónica, Lda., 8-2°, Rua do Vale do Pereiro, Lisbon 2. WTD 8/13/63.

384 Surgical, Medical, Dental Equipment

● **EL SALVADOR**—Supply of 1,512 gauze bandages, 150 dozen adaptable bandages, and 150 dozen cast bandages. Tender No. 178(63), bid deadline December 12. Tender conditions and specifications in Spanish. Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO-7-2939).

FRANCE—Foot appliances: heels, walking cast. Requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

Foot appliances: heels, walking cast. Requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loir (Maine & Loire).

GERMANY—Dental preparations and products; medical instruments, supplies. Drala GmbH., (manufacturer, importer), Amsinckstrasse 4-8, Hamburg 1.

Surgical instruments, plastic products, new types of medical equipment and supplies; retailer and wholesaler requests replies from manufacturers only, with price quotations CIF European ports. P. J. Dahlhausen & Co., Herzogstrasse, 5 Koeln. WTD 9/19/63.

● **IRAQ**—Supply of 30 dental units complete with chairs and with X-ray attached, and 30 dental chairs for Ministry of Health. Tender No. 40/63 bid deadline December 15. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO-7-2939).

SWEDEN—Surgical dressings, disposable hospital supplies. Apotekarnes Droghandel AB, (wholesaler), P.O. box 49, Göteborg 1. WTD 12/17/62.

385 Ophthalmic Goods

JAPAN—Aluminum spectacle frames. Direct purchase and agency. Haraox, Inc., (importer), 274 Nukuicho, Nerima-Ku, Tokyo.

394 Toys, Amusement, Sporting Goods

ENGLAND—Sporting goods for all types of outdoor sports; fishing reels, rods, lines; sporting guns. Direct purchase and agency. Rollins and Sons (London) Ltd., (importer), 41-43 Tower Hill, London, E.C.3. WTD 9/30/63.

ETHIOPIA—American-made toys. Ato Adamou Workeneh, (wholesaler, retailer), P.O. box 97, Addis Ababa. WTD 10/16/63.

PAKISTAN—Fishing and under-water hunting goods. Direct purchase and agency. Ali and Sons, (importing distributor, manufacturers' agent), Greenwood St., Sialkot City. WTD 10/21/63.

Sporting Goods. Direct purchase and agency. Filidian Bazar, (Hemandas & Co.), (importer, retailer, wholesaler), 135-137 San Pedro St., Davao City. WTD 8/14/63.

395 Pens, Pencils, Office, Artists' Materials

ITALY—Ball-points for ball-point pens, steel pens. Ugo Moglia (importer), via Roma, 21, Settimo Torinese (Turin Prov.).

SYRIA—Fountain pens, ball point pens. Direct purchase and agency. Edmond Khayat, (importer, commission agent, manufacturer), Azizieh, Malakeh Zenobia St. No. 44, Aleppo. WTD 10/17/63.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Sea shells. Mr. M. A. Heyworth, Heyworth & Sons Pty. Ltd., (importer, distributor), 28 Collingwood St., Drummoyne, N.S.W. WTD 6/28/63.

● **BURMA**—Industrial woolen knitting needles including hosiery needles and accessories, 904,050 pcs.; tender No. Pa/6(64 MEI-63/PM 2), bid deadline Nov. 25. The Chairman Civil Stores Committee No. (2), (Machinery and Electrical Procurement Division), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202 WO 7-5589).

FRANCE—Metal eyelets for shoe manufacturing industry; requests replies in French. Direct purchase and agency. Societe Angevine de Cuirs & Crepins, (wholesaler), Seiches sur Loire (Maine & Loire).

Metal eyelets for shoes; requests replies in French. Direct purchase and agency. Jean Delahaye, (wholesaler, agent), 14 rue Henri Moreau, Asnieres (Seine).

JAPAN—Costume jewelry, novelties. Direct purchase and agency. Haraox, Inc., (importer), 274 Nukuicho, Nerima-ku, Tokyo.

SYRIA—Buttons for women's wear. Direct purchase and agency. Edmond Khayat, (importer, commission agent, manufacturer), Azizieh, Malakeh Zenobia St. No. 44. Aleppo. WTD 10/17/63.

399 Manufacturing Industries

ITALY—Flippers, bingos, slot machines, consoles, juke-boxes, and other similar amusement machines as well as spare parts of the same. Direct purchase. Lionello Bione, (importer), Via Medici, 3, Torino.

SWEDEN—Advertising and promotional materials. Ivar Asp AB, (wholesaler, sales agent), P.O. box 6101, Stockholm 6.

505 Farm Products—Raw Materials

ENGLAND—Furs and skins, all types. Direct purchase. Eskimo Furs Ltd., (manufacturer, exporter, importer, wholesaler), Worcester House, Vintners Pl., London, E.C.4. WTD 10/7/63.

Ecuador firms need engineering assistance

Competent U.S. engineering firms are needed to certify that secondhand machinery which may be purchased by firms in Ecuador is in good working order, that spare parts are available, and that prices are reasonable.

Interested engineering firms should correspond directly with the Comision Nacional de Valores, Avenida Patria y Reina Victoria, Quito.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

ANTIGUA—Frozen poultry, canned meat, sausages. Egen W. M. Warner, (commission agent), Ottos Rd., St. John's, Antigua. WTD 9/5/63.

SWEDEN—Animal casings (calibrated, not raw). Georg Jernhorn Export-Import, Brahegatan 50, Stockholm.

203 Canning, Preserving Foods

ANTIGUA—Canned foods, fruits, vegetables, juices, salad dressings, preserves. Egen W. M. Warner, (commission agent), Ottos Rd., St. John's, Antigua. WTD 9/5/63.

207 Confectionery

ANTIGUA—Confectionery products. Egen W. M. Warner, (commission agent), Ottos Rd., St. John's, Antigua. WTD 9/5/63.

208 Beverage Industries

ANTIGUA—Wines, malts, beer, food beverages. Egen W. M. Warner, (commission agent), Ottos Rd., St. John's, Antigua. WTD 9/5/63.

209 Food Preparations

SWEDEN—Dehydrated onions in powder form or in flakes. Georg Jernhorn Export-Import, Brahegatan 50, Stockholm.

220 Textile Mill Products

GERMANY—Worsted and carded cloths with a width of 60″, either all synthetic or 55% wool/45% synthetic; requests replies c.i.f. Hamburg accompanied by samples from manufacturers only. Ferdinand Staab, (manufacturer's agent), Hochallee 10, Hamburg 13.

NEW ZEALAND—Cotton, nylon, synthetic fabrics for underwear, blouses, frock manufacturers. Estimated requirements are for 400,000 to 500,000 yd. per annum. Mr. Bayldon, Mgr., J. Bayldon and Co., Ltd., 33 Hellabys Bldg., Queen St., Auckland, C.1.

Self-adhering vinyl covering in 18 in. widths; furnishing fabrics in cottons, rayons, dacrons, weaves (chief volume in 45″ width merchandise and 80¢ a yd. fob); towels, pillow cases, sheets; quilted plastic materials in 48″ widths; plastics for use as shower, bath, kitchen curtains, in bolts; exclusive agency. Mr. Robert J. Nesbitt, R.J. Nesbitt, Ltd., P.O. box 3030, Auckland, C.1.

Tea towels, terry towels and toweling in roll form; printed plastic fabrics for curtains in 36 and 72 in. widths; shirting for casual wear; suiting materials in wools, woolen silks and synthetics; polished poplin; printed and plain waterproof fabrics for jackets and coats; newly developed foam rubber fabrics for rainwear; and textiles generally for men's and women's outerwear. Richard Seddon, Ltd., (importer, exporter, wholesaler), Patterson's Bldg., 29 Chancery St. or P.O. box 511, Auckland, C.1. Attn: Mr. G. R. Hosking, General Mgr. WTD 8/16/62.

222 Broad Woven Fabric, Mills, Man-Made Fiber, Silk

FRANCE—Orlon, nylon and other synthetic fabrics; requests replies in French. Sarotex, (importer, dealer), 11 rue Tracy, Paris 2e. WTD 8/13/63.

236 Girls', Children's, Infants' Outerwear

ANTIGUA—Ready-made outer garments for girls, children, infants. Egen W. M. Warner (commission agent), Ottos Rd., St. John's, Antigua. WTD 9/5/63.

244 Wooden Containers

SWEDEN—All kinds of wooden shipping and cargo containers. Lorenz M. Meesenburg AB, (agent), S. Promenaden 3, Malmö.

262 Paper Mills, Products

SYRIA—Kraft paper: for manufacturing multiwall cement sacks. A. & J. Chamas (importer, retailer, wholesaler, commission agent), P.O. box 638, Jibrail Dallal St., Aleppo. WTD 10/25/63.

272 Periodicals

NEW ZEALAND—Trade, technical, professional, sports, consumer publications. Subscription agency and publishers' representative. J. M. Coupe Publishing, Ltd., 25a East St., Auckland. WTD 10/17/63.

280 Chemicals

BRAZIL—All types of industrial and agricultural chemicals; fertilizers; insecticides; ammonium sulfate. Requests fob prices. Fenil Quimica, Ltda., (manufacturer, importer, agent), Caixa Postal 12795, Sao Paulo. WTD 3/5/63.

281 Industrial Chemicals

ITALY—Chemical products for the textile industry: stabilizing solvents, dressing; requests replies in Italian. Michele Virando, (manufacturers' agent), Corso Galileo Galilei, 4, Turin.

PAKISTAN—Chemicals and pigments used in building, stainless steel, leather tanning, glass, sports, paint and other industries. Sohail Corporation Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

282 Synthetic Materials

SYRIA—Plastic raw materials. A. & J. Chamas, (importer, retailer, wholesaler, commission agent), P.O. box 638, Jibrail Dallal St., Aleppo. WTD 10/25/63.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

IRELAND—Cosmetics; toilet preparations and toilet accessories; national brand of high quality preferred; sole or main agency. La

Vista Ltd., (manufacturer, manufacturer's agent), 48 Clarendon St., Dublin. WTD 10/25/63.

301 Tires, Tubes

PAKISTAN—Tires and tubes for trucks, buses, pick ups, cars. Sohail Corporation Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 the Mall, Lahore. WTD 9/30/63.

331 Steel Mill Products

PAKISTAN—Steel wire ropes for cranes, shipping lifts, hoists; mild steel, black and galvanized pipes ½" to 6" to B.S.S. 1387; seamless steel tubular poles to B.S.S. 134 or makers standard. Imperial Electric Co., Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

Steelpipes: plain, black and galvanized; hot and cold finished welded steel tubes; tin plates, all kinds; hot rolled medium and heavy plates; m.s. angles, plates, flats and blooms; m.s. sheets: plain, black, open hearth, hot rolled; m.s. billets all kind; galvanized iron sheets: plain; alloy and carbon tool steel; stainless steel, plates, sheets, bars, flats and rounds; pig-iron; C.I. sheets. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

PAKISTAN—Hard drawn copper wires; bronze and cadmium copper wire; galvanized steel line wire; galvanized stranded iron wire, for telephone and telegraph line purposes. Imperial Electric Co. Ltd., (importing distributor, manufacturrs agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

Copper: sheets, tubes; brass, unwrought, wires, sheets, tubes. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

SWEDEN—Aluminum foil, plain. Georg Jernhorn Export-Import, Brahegatan 50, Stockholm.

342 Cutlery, Handtools, General Hardware

AUSTRALIA—Hand tools and accessories; requests replies from manufacturers only. Abco Products Pty. Ltd., (exporter), 14 Chippen St., Chippendale, N.S.W., P.O. box 53, Chippendale.

353 Construction Machinery

NORWAY—Conveyors and conveying equipment for loading and unloading bulk shipments of grain on cargo vessels. A. Wenaas, (manufacturers' agent, importer), Theresesgate 46, Oslo.

PAKISTAN—Water and gas well equipment and accessories: steel tubes, galvanized iron pipes, cast iron pipes, spigots, sockets, flanged and line pipe for oil industry. Imperial Electric Co. Ltd., (importing distributor, manufacturers agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/63.

Seismic prospecting and oil drilling equipment; mining machinery; cranes, all kinds; heavy earth moving equipment; road rollers; bulldozers. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

SWEDEN—Cranes and hoists for shipyards, harbors; high-reaching hydraulic lifts for maintenance work. Lorenz M. Meesenburg AB, (agent), S. Promenaden 3, Malmö.

SYRIA—Metal grinding balls to be used in a ball mill for manufacturing cement. A. & J. Chamas, (importer, retailer, wholesaler, commission agent), P.O. box 638, Jibrail Dallal St., Aleppo. WTD 10/25/63.

TURKEY—Water and oil drilling equipment, complete factory installations for flour milling, beer factory, heavy construction equipment, electric generators, cables, diesel and electric engines, tinplate mining machinery and electronic equipment. Orhan Kocak, (commission merchant), Kizilay Soysal Han Kat 2, No. 15, Ankara. WTD 7/15/63.

354 Metalworking Machinery

NETHERLANDS—Power-driven hand tools, industrial, pneumatic, electric, portable: all types of electric handtools for home workshop and light industrial use. Grohanex N.V., 22 Vondelstraat, Amsterdam. WTD 8/28/63.

354 Metalworking Machinery

PAKISTAN—Drills, die casting machines; machine tools; milling and gear cutting machines; automatic large scale production equipment; diamond grinding wheels; lathes; presses. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

SWEDEN—Worm hobbers; requests replies from manufacturers only. Ernst Gerber AB, (importer, sales agent), Grevgatan 49, Stockholm.

355 Special Industry Machinery

PAKISTAN—Machinery equipment for use in concentrated feed flour and sugar mills and by the chemical, plastic, dairy, glass, textile, shoe, electric bulb, petro-chemical and woodworking industries; automatic file cutting machines. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

356 General Industrial Machinery

NETHERLANDS—Packaging and wrapping machines, except food and tobacco. Requests replies from manufacturers only. C. V. Neli-Pak, (packager), 75, Maasheseweg, Venray. WTD 10/10/63.

NEW ZEALAND—Centrifugal compressors for air conditioning, sizes starting at 100 tons and upwards. Mr. Bridson. Ellis Hardie Symington, Ltd., P.O. box 629, Auckland, C.1.

PAKISTAN—Centrifugal pumps: petrol, flame-proof; centrifugal pumps for chemical industry; deep well turbine pumps, water and oil lubricated, driven by vertical flange-mounted motors, 3 phase, A.C., 400/440 v., 50 cycles; submersible pumps, water and petrol; air compressors, mobile, pneumatic, mounted, up to 325 cu. ft. per minute. Imperial Electric Co. Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

TURKEY—Deep well and irrigation centrifugal pumps. Orhan Kocak, (commission merchant), Kizilay Soysal Han Kat 2, No. 15, Ankara. WTD 7/15/63.

357 Office, Computing, Accounting Machines

PAKISTAN—All kinds of office machines: typewriters, adding and calculating machines. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

358 Service Industry Machines

PAKISTAN—Air conditioning equipment for industrial uses. Imperial Electric Co., Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

Cooling unit automatic controls for refrigerating plants; domestic refrigerators; air conditioners; water coolers; water heaters and portable appliances. 200/220 v., 50 cycles A.C. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

360 Electrical Machinery, Equipment, Supplies

PAKISTAN—High tension line; copper ingots for electrical purposes; copper wire bar for electrical purposes; hard-drawn bare copper conductor, single and stranded, sizes up to .25 sq. in. Imperial Electric Co. Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

Electrical power line equipment and accessories. Imperial Electric Co., Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. Itemized list available from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202—WO 7-4675). WTD 12/28/62.

362 Electrical Industrial Apparatus

PAKISTAN—Electrical equipment, 20 items. Acme Limited, 2 West Wharf Rd., Karachi. List, with descriptions, available from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202—WO 7-4675). WTD 12/28/62.

Diesel generating sets: stroke, water cooled air, electric-started, up to 400 kw. Imperial Electric Co. Ltd., (importing distributor, manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

366 Communication Equipment

TURKEY—Electronic equipment including telecommunication, navigation aids, carrier equipment, tubes, broadcasting equipment (sound and vision). Ratel Radyo Telekomunikasyon Ltd., Sti., Okcumusa Caddesi, Bankalar Sarayi 41-42, Galata, Istanbul. WTD 10/7/63.

374 Railroad Equipment

PAKISTAN—Railroad equipment: steel axles, points and crossings; signaling equipment; tamping and leveling machines; other requisite machinery. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

Railway materials: flat bottom rails; fish plates; fish bolts and nuts; galvanized steel stranded wire for signaling; train lighting dynamos; train lighting batteries (nickel cadmium); cold drawn electrically welded boiler and super heater tubes. Imperial Electric Co., Ltd., (importing distributor manufacturer's agent), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

381 Engineering, Laboratory, Scientific, Research Instruments

PAKISTAN—Laboratory glassware, soil testing and research instruments, all kinds. Sohail Corp. Ltd., (importing distributor, commission merchant), Kirpa Ram Bldg., 65 The Mall, Lahore. WTD 9/30/63.

384 Surgical, Medical, Dental Instruments

SWEDEN—Gas masks for civil defense. Georg Jernhorn Export-Import, Brahegatan 50, Stockholm.

394 Toys, Amusement, Sporting Goods

ANTIGUA—Games, toys, dolls, stuffed toy animals. Egen W. M. Warner, (commission agent), Ottos Rd., St. John's. WTD 9/5/63.

SWEDEN—Sporting goods and equipment; leisure time and hobby articles. AB Industrifjädrar, (manufacturer, exporter), Mönsterås. WTD 9/25/62.

399 Manufacturing Industries

IRELAND—Electric hairclipping machines, hand models, for private or professional use; electric hair dryers for beauty salon use; best quality; 220 v., 50 cycles. Sole or main agency. La Vista, Ltd., (manufacturer's agent, manufacturer), 48 Clarendon St., Dublin. WTD 10/25/63.

781 Motion Picture Production

SAUDI ARABIA—Commercial motion films; requests exclusive distributorship. United Trading Co., P.O. box 1044, Jidda. WTD 7/1/63.

Bids sought for UAR's railway requirements

The Organization of the Egyptian Railways seeks bids for the construction and erection of two operating and engine rooms at the Nag-Hammadi bridge and a combined operating and engine room at the Tawfikiah bridge.

Tender No. 16 also includes the supply and erection of two diesel generating sets complete with accessories and switchboard suitable to supply 3 phase, 220/380 v., 50 cycle electric current for power and lighting purposes.

The bid deadline is November 30.

Bids should be submitted to the Way and Works Dept., Egyptian Railways, 6 Midan Ramses, Cairo, U.A.R.

A copy of the tender notice and specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone 202—WO 7-4242).

Iraq alters deadline on electrical equipment

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has announced the extension of the bid deadline for the procurement of engine electrical equipment.

The deadline for tender No. EME/4/63 has been extended from September 22 to December 1. (INTERNATIONAL COMMERCE, September 2, p. 34).

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

AUSTRALIA—Semi-precious stones (polished or unpolished) including unfinished opal in matrix. Heyworth & Sons, Pty., Ltd., 28 Collingwood St., Brummoyne, N.S.W. WTD 6/28/63.

203 Canning, Preserving Foods

FRANCE—Sardines, in peanut oil, prepared and packed in standard size tin cans at Agadir, Morocco; also, frozen sardines in wooden cases. Good quality. Direct sales preferred. Etablissements A. Gre & Cie., 15 Cours du Chapeau-Rouge, Bordeaux, Gironde. WTD 10/24/63.

208 Beverage Industries

FRANCE—Bordeaux and burgundy red and white wines, classified and vintage qualities, cognac brandy and various types spirits in glass bottles. Wishes to locate agent and/or distributor in whole of U.S. except California, Pennsylvania. Brikedal-Hartmann & Co., 28 Quai des Chartrons, Bordeaux, Gironde. WTD 10/25/63.

223 Broad Woven Fabrics, Wool

NEW ZEALAND—Manufacturer of wool blankets and travel rugs (knee blankets) made from 100% pure New Zealand wool in a variety of colors and patterns wishes to appoint agency; regional or national distribution. Sargood, Son and Ewen, Ltd., P.O. box 5447, Auckland. WTD 11/22/60.

229 Textile Goods

MEXICO—Jute woven goods. Artesania e Industrias Potosinas, A. C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P. WTD 10/21/63.

TANGANYIKA — Manufacturers/exporters seek to establish contacts with direct importers or brokers for sisal ropes and twines. T. E. Sachak & Co., Ltd., P.O. box 54, Tanga. WTD 10/18/63.

251 Household Furniture

MEXICO—Rattan and reed furniture, wooden stools and hampers. Artesania e Industrias Potosinas, A. C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P.

317 Handbags, Other Personal Leather Goods

MEXICO—Leather handbags and billfolds. Artesania e Industrias Potosinas, A.C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P. WTD 10/21/63.

322 Glass, Glassware, Pressed or Blown

FRANCE—Direct by manufacturer of white and yellow glass vials for pharmaceutical use, up to a capacity of approx. 14, 1 fluid drachms. Replies in French requested. Ets. Bourseuil, 18 rue d'Entraigues, Tours (Indre & Loire).

YUGOSLAVIA—Direct import and agency for wide variety of laboratory glassware manufactured by Boris Kidric laboratory glass factory of Pula. Laboratoria Export-Import, 48 Ilica, Zagreb. WTD 10/8/63.

326 Pottery

MEXICO—Clay and ceramic kitchenware, tableware and ornamental items. Artesania e Industrias Potosinas, A. C., c/o Camara Nacional de Comercio, Venustiano Carranza 1325, San Luis Potosi, S.L.P. WTD 10/21/63.

339 Primary Metal Industries

FRANCE—Manufacturer of granular metal (cast iron and steel) seeks market for steel shots. Poudres & Grenailles Metalliques, 2 rue Alfred de Vigny, Paris 8e. WTD 6/19/63.

348 Miscellaneous Fabricated Metal Products

SWEDEN—Maintenance free plastic coated steel chain line fencing; direct or agency. Odeborgs Bruks AB, Odeborg. For descriptive brochure write to Commercial Intelligence Division, BIC, Rm. 6311, Dept. of Commerce, Washington, D.C. 20230. WTD 6/1/60.

349 Fabricated Metal Products

SWEDEN—Metal industrial springs of all kinds. AB Industrifjadrar, Monsteras. WTD 9/25/62.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Importer, distributor or arrangement with refrigerator manufacturers for direct import of patented, plastic, noncorrosive refrigerator door switch. Abco Products, Pty., Ltd., 14 Chippen St., Chippendale, N.S.W., P.O. box 53, Chippendale.

FRANCE—Lighting fixtures, artistic and decorative articles of various types for home use, including: solid brass, bronze, or copper art chandeliers with hand-cut crystal prisms; decorative wall and ceiling lighting fixtures and brackets; ancient and modern-style lanterns; lamps, and lampshades, decorated. Direct or through agents. Marcel Delmas, 60ter Ave. Gambetta, Montauban, Tarn-et-Garonne. WTD 10/17/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NEW ZEALAND—Compact temperature control unit for marine motors from 25 b.h.p. to 120 b.h.p. in ½" size and from 25 b.h.p. to 250 b.h.p. in ¾" size, which includes an outlet for hot water supply. Lakesyde Engineering Service, 9 Isobel St., Rotorua. WTD 10/8/63.

394 Toys, Amusement, Sporting Goods

NEPAL—Clothed, wooden Nepali dolls for children or decoration. Samples will be sent to U.S. inquirers on request. Nanda Furniture Works, Bhotahity, Kathmandu.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

CAMBODIA—It is reported that the first phase of seven-year port improvement project expected to cost about U.S. $50.6 million (1.6 billion riels) will begin shortly. Construction of this initial project valued at about U.S. $8 million ($250 million riels) will enable a maximum utilization of existing berthing spaces by adding a lighterage basin, a vessel maintenance area and an extention of the terreplein adjacent to the dock.

These works are designed to provide essential services during a three-year period while additional and expensive docking facilities are built. As of now, a new lighterage system permitting easier transhipment is in effect and the port's essential services are working a 24-hr. day.

By 1970 the port is expected to handle 1,390,000 tons, assuming the completion of the railway line linking it with Phnom Penh and the construction of an oil refinery at Sihanoukville. To meet this estimated need, annual planning is as follows:

1964-Purchase of dredging equipment and a 1200 hp. tug; construction of the embankments for the vessel maintenance basin—estimated cost, 300 million riels.

1965-Awarding of contracts for the construction of two additional docking berths; construction of the embankments for the terreplein envisaged behind the maintenance area and the earthworks for the fishing port and railway embankment will be undertaken—Estimated cost, 250 million riels.

1966-Awarding of contracts for two more docking spaces and construction of the necessary auxiliary earthwork—Estimated cost, 250 million riels.

1967-Finishing construction of the four additional docking spaces and the completion of the reenforcements for the 5th and 6th docks; various engineering works designed to accommodate an industrial zone in the port area—Estimated costs, 200 million riels.

From 1968 through 1970 an estimated amount of 600 million riels will be spent, at the rate of 200 million annually, bringing the total estimated cost to some 1.6 billion.

Additional information can be obtained by contacting the Ministry of Public Works, Phnom Penh, Cambodia.

COLOMBIA—Bids will be called in mid-November covering an oil and gas pipeline to be laid between Barrancabermeja and Bucaramanga, approx. 100 km. apart. The cost of this project is estimated to be about US $3½ million. It is reported that the tenders based on technical studies made by Williams Bros. will call for financing by the contractor. Interested U.S. firms should contact the Mayor of Bucaramanga, Colombia, for further details.

BRITISH HONDURAS—Plans have been formulated for the construction of a new capital city for British Honduras. The project, estimated to cost B.H. $20 million (approx. U.S. $14 million) calls for the construction of a complete city 50 miles inland, at the junction of the Belize-Cayo Western Highway and the Hummingbird Highway, at approx. Lat. 17.15′ Lon. 88.45′.

The plan was developed by the London firm of Scottard Wilson, Kirkpatrick and Partners, in conjunction with Norman and Dawbarn, Preece, Cardew and Rider Widwell and Trollope.

A brief outline of the plans may be obtained from the Commodity Export Promotion Staff, TOU (Attn: R.C. Parker) BDSA-111, Department of Commerce, Washington, D.C., 20230.

MEXICO—Plans for the construction of a 20 to 24 million dollar petro chemical plant to produce ammonium and ammonium salts have been announced. According to these reports the Director General of Petroles Mexicanos (PEMEX), Ing. Pascual Gutierrej Roldan announced that the plant will be constructed in Camargo, Chichuahaua.

MOZAMBIQUE—The Zambezi Development Survey Team has recently announced a U.S. $180 million "starting scheme" to develop the vast basin of the lower Zambezi in Mozambique.

The Survey Team (Missao de Fomento e Pavamento do Zambeze) has completed, or is completing cartographic, agricultural, forestry, cattle, hydraulic, mining and demographic studies of the basin.

A brief descriptive outline of the scheme and a brochure are available on loan from the Commodity Export Promotion Staff, TOU (Attn: R.C. Parker) BDSA-111, Department of Commerce, Washington, D.C. 20230.

NIGERIA—It is reported that tenders will be called shortly for the construction of a 50,000-seat stadium. Target completion date for this project is set for October 1965. Additional information may be obtained from Surulere Stadium, Manager's Office, Lagos, Federation of Nigeria.

PHILIPPINES—Bids are to be called on the first stage of a long-term Manila port development program. The 40-yr. scheme, estimated to cost approx. 240 million pesos (approx. US$60 million) is being under the jurisdiction of the Director of Public Works.

The first stage calls for the construction of eight international berths, 800 meters in length, and the reclamation of approx. 79 hectacres of the port area. Stage 1A is estimated to cost about 40 million pesos (approx. US$10 million).

Further details may be obtained from the Minister of Public Works, Manila, Philippines.

SOUTH AFRICA—A $17.5 million construction program has been scheduled by Johannesburg City Council. Tenders are to be invited periodically during the next 18 months for various road, bridge and garage projects. It is reported that the contract will be open to international bids.

Copies of the Johannesburg City Council Construction Program can be obtained by writing or calling the Commodity Export Promotion Staff-TOU, (Attn: R. C. Parker), BDSA-111, Department of Commerce, Washington, D.C., 20230.

TURKEY—An irrigation and drainage project which is between the Seyan and Berdan Rivers is being done by eight firms and financed by a $20 million loan from the International Development Association. It is reported that a second loan is being considered to develop the rest of the Adana Plains.

The Adana Plains Project involves a comprehensive program to bring under irrigation a total area of approx. 465,000 acres by 1973 at a total cost of $210 million. It is anticipated that following completion of the project the agricultural yield will be tripled.

Copies of a brief report on the Adana Project including plans for the next years is available from the Department of Commerce, Commodity Export Promotion Staff BDSA-111, (Attn: R.C. Parker), Washington, D.C., 20230.

YUGOSLAVIA—Plans have been advanced for the construction of a new dry dock and relocation and expansion of the "Brodogradiliste Viktor Lenac" repair ship yard.

It is estimated that the total cost of the project, which involves moving the entire repair yard from its present site in Rijeka Harbor to Martinscica Cove, about 5 miles south of the center of the city, will be between 10 and 11 million dollars.

The shipyard is interested in purchasing new equipment from the U.S. and is particularly desirous to interest a U.S. firm in taking on the project on a "turn-key" basis, at least insofar as the purchasing and installation of the equipment is concerned. It is reported that engineering and construction of buildings will be done by local firms.

U.S. firms interested in participating in this project should contact the general manager at the following address: Ing. Sergije Lukes, General Director, Brodogradiliste Viktor Lenac, P.O. box 219, Rijeka, Yugoslavia. Cable: Ponlen, Rijeka. Copies of the list of equipment and buildings which will be required are available on loan from the Commodity Export Promotion Staff-TOU, (Attn: R.C. Parker), BDSA-111, Department of Commerce, Washington, D.C., 20230.

Visiting Buyers and Officials

AUSTRALIA—Peter Morton, representing McMahons, Pty., Ltd., 48 York Rd., Sydney, N.S.W., interested in importing **children's clothing (manchester lines), dress materials, knitwear, women's and children's millinery, bridal headwear;** also interested in exporting above lines. November 14 via Honolulu for one month. c/o Ewing McDonald, 470 Park Ave. S., New York, N.Y. Itinerary: San Francisco, Los Angeles, New York.

Mr. Lester Moore, representing Nor'West Whaling Co., 1 Lockhart St., Como, interested in **tuna fishing, whaling, prawning, other types of fishing industry as well as freezing, processing and packaging plants for these processes.** Requests technical information on new or improved methods in fishing industry. November 24 via Miami for 5 months. c/o Department of Commerce Field Office, Miami, Fla. Itinerary: Miami, Tampa, Brownsville, San Diego, Los Angeles.

BRAZIL—Claudio Alberto Eberle, representing Metalurgica Abramo Eberle S.A., Caxias do Sul (RGS), interested in **manufacture of paper, cutlery, electric motors, electric meters,** and requests technical information for manufacturing these items. 2 weeks. c/o R.W. Hebart & Co., Inc., 475 Fifth Ave., New York, N.Y. Itinerary: New York.

ECUADOR—Ings. Galo Montano, Humberto Esteve, Francisco Monne, officials of the Ecuadorean Development Center (CENDES), P.B. 2321, Quito, interested in **promoting investment in Ecuador and discussing the possibilities with U.S. businessmen, investment firms, banks.** The group will be in San Juan, Puerto Rico, November 11-15, New York City, November 18-26, Washington, November 27-29, Miami, December 2-6. c/o Ecuadorean Consulates General in San Juan, New York, Miami and the Ecuadorean Embassy, Washington, D.C.

SYRIA—Hisham Zakour, representing Muhammad Sa'id Zakour (Basatah), Hama, interested in **possible import-export of textiles, rice, coffee, tea; also, paper manufacturing.** Mid-November via New York for 40 days. Itinerary: New York, Washington, Miami, Buffalo.

URUGUAY—Hector E. Peyrou, Av. Larranaga 1042, Apto. 1203, Montevideo, interested in **representing U.S. financing firms (foreign trade and investment).** End of November via New York for 10-15 days. Hector E. Peyrou, 17 Battery Pl., New York, N.Y. Itinerary: New York, Washington.

Steel mill products bid deadline extended by Iraq

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has announced that the deadline for submitting bids under tender No. EME/6/63 for caloric sheets, mild steel flats, angles, plates and tubing has been extended from September 25 to December 1. (INTERNATIONAL COMMERCE, September 16, p. 27).

A copy of the general conditions and specifications is available on short loan basis to firms located in the U.S. from the Iron and Steel Division, Rm. 4222, BDSA, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-2363).

New Zealand invites bids for paper, paperboard

The New Zealand Government Printing Office, Waterloo Quay, Wellington, New Zealand, invites bids for 1,686 writing and ledger paper, 435 reams of manila board, 932,000 sheets of cardboard in various thicknesses, colors and sizes; 5,000 lbs. of cardboard in 8" wide reels; 800 reams grey folding pulp board; and 300 sheets cloth lined boards.

Quality, size and colors are in accordance with specifications.

Tender P&S 593 closes November 29. Government Printing Office, Waterloo Quay, Wellington.

Copies of the specifications are available from the New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C.

Bids for publications sought by SHAPE

Supreme Headquarters Allied Powers Europe (SHAPE) has issued Bid No. 55-63 for the publication and commercial distribution of Agardographs—AGARD Category I publications of technical, sundry manuscripts, and works to be offered in manuscript form for publication during the calendar year 1964.

The estimated number of publications in one year are 15, the average number of copies for each title being 1450.

A copy of the specification in English and French is available to firms located in the U.S. from the Printing and Publishing Industries Division, BDSA, Rm. 4106, Department of Commerce, Washington, D.C., 20230.

Bids must be received at SHAPE, Paris, France, by November 26.

Consultants

The new 1963-64 Directory of the Consulting Engineers Council is being distributed overseas in accordance with arrangements made by the Department of Commerce.

The Directory, covering 1,500 consulting engineering firms, lists the names of key personnel, their address and areas of engineering capability. The Directory is also being sent to members of Commerce Trade Missions, personnel at U.S. Trade Centers, and International Trade Fairs. The distribution is aimed at the employment of U.S. engineering abroad, leading ultimately to the export of more U.S. goods.

Battery parts needed by manufacturer in India

Estrela Batteries, Ltd., manufacturer, Plot No. 1, Dharavi, P.B. No. 6602, Matunga, Bombay 19, India, wants to buy a large quantity of sockets used in BA70 type (dry) batteries for its local plant. Urgent replies are requested.

A copy of the specifications and drawings is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4674).

Iraq extends bid deadline

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has extended for the second time the bid deadline for tender No. EME/9/1963, for the supply of sulfuric for batteries, hydrochloric acid, and rust dissolvent from September 29-October 30 to December 4. (INTERNATIONAL COMMERCE, September 16, p. 26).

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.
Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September unless otherwise marked.

Aircraft and Aeronautical Equipment Importers and Dealers—Sweden, August.

Automotive Vehicle and Equipment Importers and Dealers—Mexico.

Automotive Product Manufacturers—Venezuela, October.

Beverage, Alcoholic Manufacturers—Australia, August.

Boot and Shoe Importers and Dealers—Jamaica, August.

Boot and Shoe Manufacturers—Uruguay, August.

Confectionery Importers, Dealers and Manufacturers—Morocco, August.

Feedstuff Importers, Dealers and Manufacturers—Nigeria, August.

Fruit and Nut Importers, Dealers and Exporters—Chile, August.

Glass and Glassware, Chinaware and Household Pottery Products—Importers, Dealers and Manufacturers—Switzerland, August.

Hardware Importers and Dealers—Morocco.

Hide, Skin and Fur Importers, Dealers and Exporers—Thailand, August.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Morocco.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Jamaica, August.

Meat Packing, Sausage and Casings—Hong Kong, August.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Jamaica, August.

Petroleum Product Importers, Dealers, Producers and Refiners—Jamaica.

Petroleum Products Importers, Dealers, Producers and Refiners—Venezuela, September.

Plastic Material Importers, Dealers and Manufacturers—Uruguay, September.

Provision Importers and Dealers—Bolivia.

Provision Importers and Dealers—Haiti.

Textile Industry—Argentina, August.

Textile Industry—Morocco, August.

Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Uruguay, August.

Bid deadline extended

The Instituto Nacional de Electrificacion, (INDE), Guatemala, announces the extension of bid deadline for turbines and generators, tender No. 5-63 from November 26 to December 16. (INTERNATIONAL COMMERCE, October 14, p. 80).

New Books and Reports

***Kelly's Directory of Merchants, Manufacturers and Shippers*, 1963 ed. Published by Kelly's Directories Ltd. Kingston-upon-Thames, England. October, 1963. 2 vol. 4,000 pp. (approx.) $14.**

The 1963 edition of this self-styled "world's greatest medium for international trade" includes a greatly enlarged section for Continental Europe in which manufacturers, producers, and certain industrial services of all countries appear under appropriate trade headings in English, French, German and Spanish. Buyers of any products or commodities—and sellers of any components or auxiliaries necessary for their manufacture—will find under each trade heading, subdivided by countries, active producers throughout Europe.

The United Kingdom and Ireland volume lists over 150,000 firms, arranged both alphabetically and classified under trade headings. Special classified lists contain British exporters (both merchants and manufacturers) and importers of goods of every description.

Address inquiries to Kelly's Directories Ltd., Neville House, Eden St., Kingston-upon-Thames, Surrey.

***Atlas of Britain and Northern Ireland*. Published by the Clarendon Press. Oxford, 1963. 200 pages of maps. $100.**

A geographical statement of Britain's physical, economic and industrial resources. Of special interest are 53 map pages covering all major industries. Other map sections deal with communications; agriculture and fisheries; vegetation and forestry; population, occupation, housing and boundaries; and geology, coasts, climate and soils.

Copies can be ordered from the Oxford University Press, 417 Fifth Ave., New York, N.Y., 10016.

***Invisible Trade Barriers Between Canada and the U.S.* Francis Masson, et. al. 1963. Canadian-American Committee, National Planning Assn., 1606 New Hampshire Ave., NW., Washington 9, D.C. 73 pp. $1.50.**

Describes features of invisible trade barriers (non-tariff and non-quota), and emphasizes consequences for Canadian and U.S. business. Outlines three general areas in which invisible trade barriers develop: (1) discretionary authority given customs officials; (2) interpretation of escape clauses in international trade agreements; and (3) use of administrative authority in restricting imports.

GATT Fact Sheet

A fact sheet and timetable to guide industry in preparations for next spring's trade negotiations has been issued by the U.S. Department of Commerce.

The fact sheet, prepared by the Department's Business and Defense Services Administration, summarizes what industry needs to know in order to take part in public hearings by the U.S. Tariff Commission and the inter-agency Trade Information Committee. Both sets of hearings will begin December 2, 1963.

The information includes what is needed for the respective hearings, deadlines for submission of material, sequence of the hearings and how and when to submit requests to appear.

The hearings are required under the Trade Expansion Act of 1962 in order to give all interested persons an opportunity to express their views prior to the opening of negotiations under the General Agreement on Tariffs and Trade (GATT) in Geneva in May, 1964.

Copies may be obtained by writing the U.S. Department of Commerce, Publications Sales Section, Washington, D.C. 20230, or U.S. Department of Commerce Field Offices.

***Comparative Marketing: Wholesaling in Fifteen Countries*. Edited by Robert Bartels. 1963. Richard D. Irwin, Inc., Homewood, Ill. 320 pp. $7.50.**

A series of initial foreign marketing studies prepared both by American and other nationals, interpreting the socio-economic environment of their particular markets. The selection depicts marketing practices in various cultural settings, interprets them and draws conclusions. The 15 countries involved represent a balance between East and West, large and small, developed and undeveloped, and free and communist nations.

***European Youth 1963*. European Bu. for Youth and Childhood. 1963. U.S. distributor, Simmons Boardman Publishing Co., 30 Church St., New York 17, N.Y. 298 pp. $280. (Multilingual edition in English, Dutch, French, German and Italian.)**

Youth Market in the Common Market countries as determined from a marketing survey completed as part of a 1961-62 study of moral aspirations and material needs of 8,000 young people, ages 15-25, in six countries. Tables show average inventories of consumer goods in use, by age, services used, source of funds, a wealth estimate, and use of credit. Considerable detail is furnished on recreation and personal items. Includes estimates of cost of living at marriage, for a family of four, and for a family with a high income.

***Studying the Enlarged European Market With Emphasis on the Future*. (Selected Papers from the 2d International Seminar on Marketing Management, Stresa, Italy, July 1962.) 1963. Graduate School of Business, Indiana U., Bloomington, Ind. 400 pp., mimeo. $5.**

Comprises 36 papers (18 in English and the remainder in French, German, and Italian) delivered by government, business and university specialists on various aspects of international marketing with the focus on the future impact of the Common Market and the European Free trade Assn. on marketing in Europe.

***AID—Building Overseas Markets*. (Article.) Farm Chemicals, 37841 Euclid Ave., Willoughby, Ohio. Aug. 1963, 30 pp. Back issues, $1.**

Describes the Agency for International Development as an important market for the U.S. farm chemicals industry, and assesses AID's impact on industry in the immediate future. Shows extent of fertilizer and pesticides purchases from U.S. companies. Explains AID's new procurement policy.

***Implementation of the 1962 Trade Expansion Legislation*. 1963. U.S. Council, International Chamber of Commerce, Inc., 103 Park Ave., New York 17, N.Y. 12 pp. Free.**

Outlines the problems, the scope, the negotiating process, and the major issues.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701956/18

Calendar
for international traders

November

11-14—World Trade Week, **Grand Rapids, Mich.** Export Expansion Conference: 13th. Final dinner, export expansion panel discussion: 14th. Sponsors: Grand Rapids Chamber of Commerce, World Trade Committee, and U.S. Dept. of Commerce's Detroit Field Office.

12-14—Manufacturing Automation Show (Designated as an International Trade Fair). Cobo Hall, **Detroit, Mich.**

13—Profits in Exports Conference, Schine Ten Eyck Hotel, **Albany, N.Y.** Sponsors: Greater Albany Chamber of Commerce, World Trade Club, New York State Dept. of Commerce.

13—Bi-monthly meeting of the Export Division, Milwaukee Credit Men's Assn. Ambassador Hotel, **Milwaukee, Wis.**

13—Minnesota World Trade Assn. Monthly Dinner Meeting, Hotel Pick-Nicollet, **Minneapolis, Minn.**

13-14—Consultation/Conferences with Paul Hawk, Commercial Attache, Embassy in Brussels, sponsored by St. Louis Regional Export Expansion Council and World Trade Club, **St. Louis, Mo.** to be held at the St. Louis Field Office.

14—Meeting of the International Trade Club of Chicago, Carson, Pirie, Scott & Company's Auditorium, **Chicago, Ill.** Speaker: William E. Barlow, President of Vision Inc. Subject: "Latin America."

14—International Trade Conference, **Lubbock, Tex.** Sponsored by the Lubbock Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

14—Lecture on "The American Corporation in the Common Market," by Charles E. Fiero, vice president of the Chase Manhattan Bank. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

15—Panel discussion on joint international business ventures. American Bar Assn. Regional Conference, Sheraton-Cleveland Hotel, **Cleveland, Ohio** (2 to 5:15 p.m.). Commerce panelist: Clarence I. Blau, Asst. Director of the Bureau of International Commerce.

18-20—50th National Foreign Trade Convention. The Waldorf-Astoria, **New York, N.Y.** Theme: "The United States In World Markets—Charting the Course for Coming Years." Sponsored by the National Foreign Trade Council.

19—Monthly Luncheon Meeting of the Cedar Rapids Chamber of Commerce's Foreign Trade Bureau. Roosevelt Hotel **Cedar Rapids, Iowa.** Speaker: Philip G.D. Adams, British Consul General in Chicago.

19—Workshop on the European Economic Community, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

19—Annual meeting of the Cincinnati Assn. of Credit Management, **Cincinnati, Ohio**—"Little White House Conference" presentation by R. M. Luckey, Cincinnati Field Office Director, and Dr. K. Wilson, Univ. of Cincinnati.

19—International Trade Conference, **Longview, Tex.** Sponsored by the East Texas Chamber of Commerce and the U.S. Dept. of Commerce's Dallas Field Office.

19—"White House Conference on Export Expansion" report by St. Louis delegate Walt Marsh of Marsh Stencil Machine Company to League of Women Voters at Bishop Tuttle Memorial at 12:15 p.m. **St. Louis, Mo.**

19—Export Expansion Consultation/Conference to be held in conjunction with "Opportunities Unlimited" Federal Industrial Procurement Conference at Military Records Center, **St. Louis, Mo.** from 9 a.m. to 4 p.m. St. Louis Regional Export Expansion Council members to staff Department of Commerce exhibit.

19—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.**

20—Mid-South Exporters' Roundtable, **Memphis, Tenn.** "Shipping and Forwarding Problems" panel.

21—Export Opportunities Conference, **Oxford, Miss.** Sponsored by Univ. of Mississippi, Regional Export Expansion Council, Small Business Administration and Memphis Field Office.

21—World Trade Club of Detroit monthly meeting, at **Pick-Fort Shelby Hotel,** Detroit, Mich.

21—Society of Advancement of Management Meeting, Northern Illinois University, **De Kalb, Ill.**

21—Philadelphia Foreign Traders Assn., Dinner Meeting devoted to discussion of White House Conference recommendations 6:30 p.m. at the Sheraton Hotel, **Philadelphia, Pa.**

21—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Missouri.**

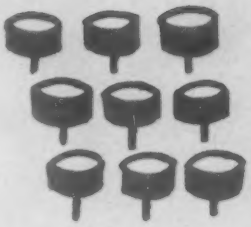
21—Lecture on "The Common Market in Economic Perspective," by Howard S. Piquet, international economist with the Library of Congress. NYU School of Commerce, Accounts and Finance, **New York, N.Y.**

22—Missouri Export Expansion Conference. Sheraton-Jefferson Hotel, **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce Executives of Missouri.

25—Michiana World Trade Club Meeting. Adams and Westlake Company, **Elkhart, Ind.**

25—Monthly meeting of Southern Illinois Incorporated at Engel's Restaurant, **Carbondale, Ill.** "E" Award ceremonies sponsored by St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

In addition to



all of the usual departments and features

International Commerce

will include in the five December issues

Checklist

A complete list of all publications available through the Department of Commerce (and many from other sources) of interest to the world trader.

International Trade Fairs

A worldwide list of Trade Fairs, when and where, that are important in world trade.

Trade Mission Reports By

U.S. businessmen just back from:

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Hong Kong	Tanganyika
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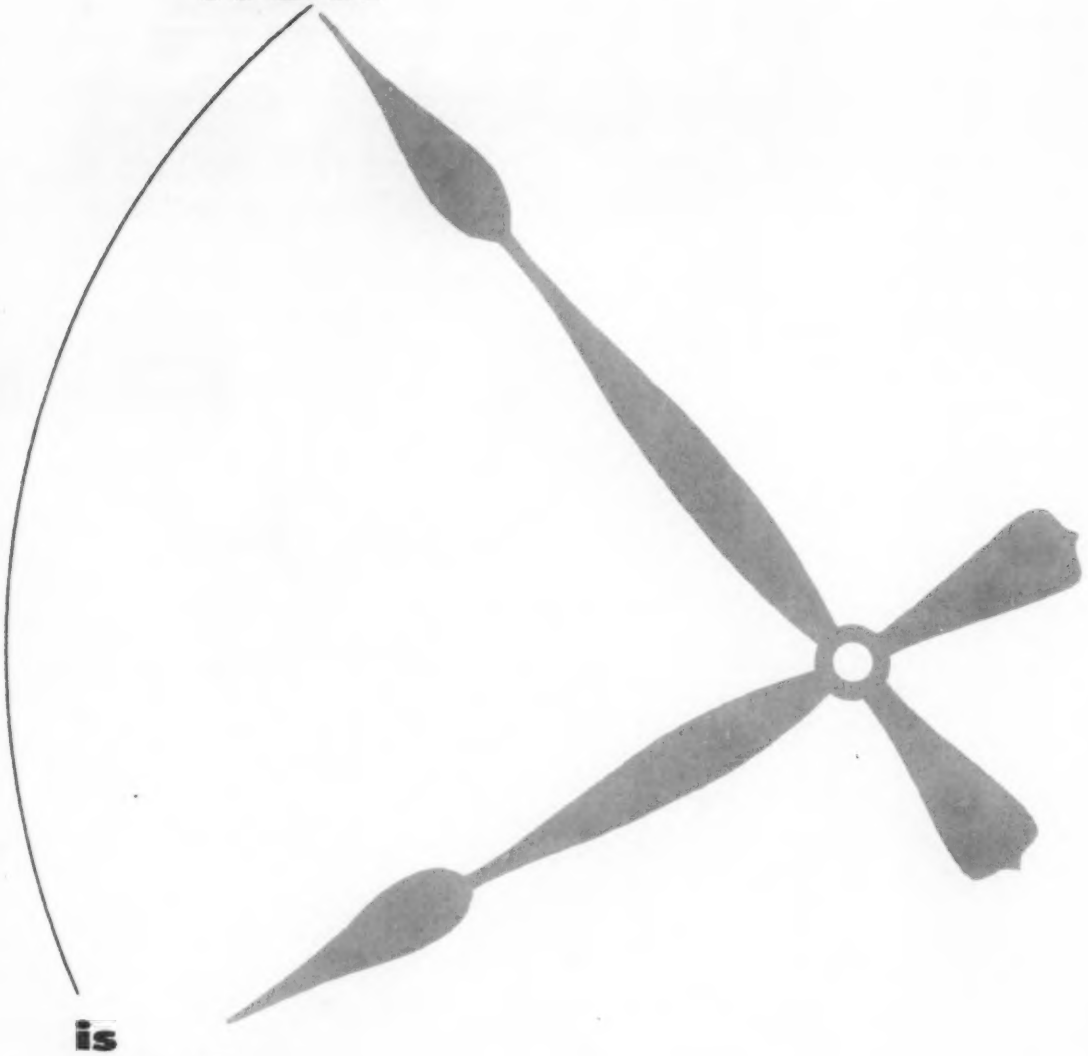

is the time to export

Stirring changes in the world's markets this year could mean export sales opportunities not significant in your earlier surveys.

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